









## Downtime

by Chad

### Machine grasses on vandal

EXCELLENT news here that poor downtrodden machines are starting to fight back against the misbegotten humans that mistreat them. The US newsletter Privacy Journal reports that a man in Wisconsin broke an automatic teller by kicking it. However, the bank already kept in his ID number, which the machine remembered, enabling the police to find him and nab the culprit. Quoth he, "I was so upset, I just kicked it. I didn't mean to break it."

"This will, however, worry the privacy campaigners. There is a well-established principle that you must not use information for a different purpose from that for which it was collected. Obviously the man put in his number in order to get some money, not arrested. I am sure there will be an outcry that machines must not

invade the privacy of their customers, even in self-defence. Well, we know that privacy laws are a tangle beside which the Gordian knot pales into insignificance. Nonetheless I note that the new OECD guidelines on privacy specify: "Member countries should also ensure that procedures for transborder flows of personal data and for the protection of privacy and individual liberties are simple." Wow! Isn't it wonderful how hope springs eternal in politicians' breasts at least?

Something bothers me about that cash dispenser. He broke it just by kicking it? I suppose all you need to rifle the money compartment is a tin opener. Now I just hope my tin opener doesn't leave tell-tale identification marks.

## FOCUS

### Keeping tabs on the surveys

THERE can be little doubt that industry surveys are currently leading the top of the DP activity league. So many reports in fact are jostling for our attention that it can't be long before some enterprising publisher issues a weekly digest of surveys.

No sooner has the industry digested the usually highly unsurprising findings of one such report, than two more arrive fully tabulated and expensively wrapped on the DP scene. The chances of having a week free of surveys on such topics as salary rates and software packages seem about as remote as that of finding a seat in the many Covent Garden brasseries or an under-employed word processing operator.

Whether of course DP management can devote the necessary time and attention to studying the results of all the surveys, let alone implement some of the findings, is highly doubtful. In any case, any favourable finding will be speedily noted by the respective suppliers of goods or services and no time will be lost in informing all interested parties, whether by means of advertising, direct mail or direct approach.

Keeping close tabs on the survey findings could well become part of all major selection procedures. Although full-bodied reports from such noted research organisations as IDC Europe, Infotech and BIS are made available only to commissioning parties, the general conclusions are usually put on general release. Right now the information being released appears to be aimed at prospective purchasers of add-

on systems who are being advised to think IBM PC/M before toppling-up their configuration. Good news no doubt for such companies as Storage Technology and CDC, but bad news for those DPMs who neglected the alternative market place.

Latest on the survey scene is the Datapro/Computer Weekly user survey, which has compiled a report on the level of UK user satisfaction (CW, September 18). None of the mainframe suppliers appear to have emerged with shining marks. ICL and NCR users seem the most disgruntled with their processing lot, while users of IBM and Honeywell seem reasonably content. Overlooking the possibility that the individual DP teams involved could well have a part to play in the merit stakes - a factor not normally analysed in such surveys - the overall findings were based on a minimal number of users. In the case of NCR, for example, only 19 users were involved in the exercise.

Such findings do not necessarily create overwhelming pleasure in the DP installation, especially when the recently chosen equipment clocks up low scores and penny marks to comparison with competitive equipment only recently rejected in the selection routine.

One additional survey should, however, be issued without delay, that of evaluation of all the current surveys. This survey of surveys should be cost-performance related and contain full graphic displays of market shares over a five-year period.

## TEN YEARS AGO

From Computer Weekly of October 15, 1970

Burroughs introduced the 700 Series of multiprocessor computers, said to be the company's answer to the System 370. The family was selling at £5 million plus for the largest model. The price of IBM hardware was increased by 31%. A personal computer system containing the top 1,000 civil servant records was in its final debugging phase and due to become operational. The Ferranti Argus 500 processor dropped in price from £10,250 to £7,250. Honeywell's Data Base division moved to a new 70,000 sq ft site in Epsom, Surrey.

## Some puce faces at Plessey

IT'S good for advanced technology people to be brought down to earth with traditional problems once in a while. I hear there has been a lot of itching going on at Plessey's factory at Beeston, Nottinghamshire, which was invaded by fleas for four weeks. Workers stayed away in protest until council officials fumigated the place.

You would have thought Plessey would have invented a microprocessor-controlled flea catcher by now. Maybe we are just lacking in enterprise these days. It was years ago that somebody made a fortune by advertising for mail order an "absolutely guaranteed foolproof" flea filler.

When you had sent in your money, you received in return two wooden blocks, labelled A and B. The instructions read: "Place flea on block A. Stroke with block B. Your money is refunded if this does not work."

The puzzling thing about the Plessey story is that Beeston is where Des Picher's merry men are busy designing the company's all-singing-and-dancing electronic Office Of The Future. Now as you will know, the OOF things are full of riffs. What you may not know is that in France, chips are known as "fleas".

"Pleas" is the actual word in French. Surely there must be some fleaish Gallic going on here to sabotage our efforts to grab a piece of the action in "bureaucratic"? On the other hand, maybe Plessey has secret co-operative programme going with the French (the Concorde help), and when they ordered a batch of chips there was a little semantic misunderstanding!



"Sounds a brilliant idea, Hollis. How on earth did you think of it?"

## Technology takes a back seat

NEWS now comes from Japan that technology has taken yet another step towards driving us all stark, staring bonkers. Cars in the US are bad enough when they buzz at you in several different pitches at once whenever you put the key in or take the key out or open the door. Now Toyota has substituted a voice synthesiser for the buzzers, to

tick you off in "querulous high-pitched female tones". It does at least add "please" to "listen your seatbelt", but it isn't just at the end of your journey that it yatters at you. If the fuel gets low as you are driving along it will interrupt your intimate conversation with your driving companion and complain that it doesn't like being

stranded. The fact that your whole intention was to get stranded in a remote romantic spot cuts no ice with it.

The idea of having a mechanical hackseat driver as well as a human one gives me the Class A willies. Anyway, we in the UK are safe for a while yet; at the moment the computer can only speak Japanese.

## "The British Airways computer print-out system is as easy to handle as its oldest competitor."



## MICHIE'S PRIVATEVIEW

THE outcome of the Third World Chess Championship in Linz, Austria is now decided (see panel). The occasion included an address by Claude Shannon, founder of the mathematical theory of communication and author of the classic paper on programming a computer for playing chess, published in 1950 in the Philosophical Magazine.

Meanwhile Carnegie-Mellon University in the US has announced the establishment of a \$100,000 prize for the first computer program to become World Chess Champion and the beginning of annual computer-versus-human competition. The prize, called the Fredkin Prize, has been established by the Fredkin Foundation of Cambridge, Massachusetts.

The competition will be monitored by the International Joint Conference on Artificial Intelligence (IJCAI) whose headquarters are in Menlo Park, California. The IJCAI is a non-profit technical organisation devoted to the advancement of the science of computer programming construction with the end result of achieving intelligent action by computers. CMU will act as a trustee for the prize until it is awarded.

Dr Hans Berliner of the CMU

Computer Science Department, himself a former World Correspondence Chess Champion and author of the computer backgammon program that last year defeated the World Backgammon Champion in Monte Carlo, has been selected to head a committee that will formulate the precise rules under which the competition will be held. "We want to ensure that any human competitor who is playing against a computer can have the right to place a qualified observer at some point to guarantee that the computer is actually making the moves and not a group of consulting chess experts at the end of the wire," he explains.

### Winning

There is no chance that a computer will become World Chess Champion in the next five years, Berliner believes. "It will take more than five years and probably much longer," he says. "By 1990, I think there is a 50-50 chance that it will happen. From that point the odds will gradually get better and twenty years from now it is almost a certainty."

Winning the championship is a long process that takes four years for a human, and the computer likewise will have to work its way

## Computer excellence and the human need

up the ladder in tournament play. "Even getting to the first rung of that ladder is three or four years away," Berliner continues, "but I think a computer will be playing in the US Invitational Championship within the next five years."

In the interim, a set of incentive prizes will be offered each year for computer-versus-human competition. "Two human players of a specified skill level will be selected randomly from among chess players at that level," Berliner explains. "These players will engage the best and the second-best computer programs as determined by that year's competition. Each contest will consist of a pair of games with the players, human or machine, with the best score in the two games receiving the prize. In case of a tie, the prize money will be split evenly."

To each year, the skill level of the human players will be increased as will the amount of the prize. The first competition will be held this November at CMU and

the prizes will be \$1,500 and \$1,000 respectively.

The Fredkin Prize makes a fine curtain-raiser for what is planned as a series of prizes for computer programs able to exhibit distinguished performance in a variety of fields of endeavour. The intention of the international awards committee, of which I am a member, is that the theme of human betterment and the quality of life should receive emphasis rather than the gee-whiz element.

### Implications

There is an overlap of concern with those who are calling attention to social implications, now that aspects of mental expertise are beginning to be captured not only in the laboratory but also by economic computing systems. The British Computer Society was represented at a recent workshop at Sussex University. Implications were discussed under four

headings: Office Automation, Robotics, Expert Systems, Education.

It is no more than realistic to point out that, as regards incentive to apply the best talents to developing relevant software and AI technology, the market-place is pretty sure to look after the first three. When it comes to education, however, a whiff of glory and honourable competition, such as international prizes have power to generate, might not come amiss. A true breakthrough in the form of insightful and cheap computer tuition could well affect the future happiness of the world, not forgetting the third world, as powerfully as any of the suggestions to come so far to the IJCAI Committee.

Privateview will return to this topic. Meanwhile readers' com-



Professor Donald Michie is head of the Machine Intelligence Research Unit at Edinburgh University.

ments and proposals are welcome. What problems of society call for action? Which, if any, of these might be materially eased by the development in the 1980's of this or that form of intelligent capability in computing systems?

Donald Michie

## World chess champion

Winner of the 1980 World Chess Championships was Belle, which beat Chess in a play-off after both had tied at the end of the final round. Belle is a new program from Ken Thompson at Bell Laboratories, New Jersey, which did well to defeat the University of Michigan's Chess, a regular contender for top honours in US competitions.

Third place of the 18 entrants was taken by Duchess from Duke University in North Carolina, which scored 3 out of 4.

The "horsepower" test Thompson describes is based on the number of moves a DEC PDP-11 attached to a hardwired chess

analysis unit used to supplement the software and able to calculate at 180,000 moves/sec.

The winner of the last world championships in 1977, Chess 4.5, run on a Cyber 176 from Control Data, this year had to be content with fourth place. The program comes from North Western University, US, whose former team leader David Slate could not get into the running with his new Chess. It tied with six others for sixth place, and 2 out of 4 points.

Also equal sixth were the highest UK entry, BCP from Don Baal at Queen Mary College, London, and a team from the Soviet Union.

## UK launch for Nestar's local network systems

THE LOCAL networking system developed by Nestar in California is now available in the UK through Zynar of Uxbridge, the Rank subsidiary that bought a large minority shareholding in Nestar just 11 weeks ago (CW, August 21). Zynar's managing director, Colin Crook, says he is looking for suitable distributors throughout Europe, as well as systems houses to buy OEM and build on applications packages.

The basis of the system, called Cluster/One Model A, is the £400 ClusterBus printed circuit board, which plugs into any of the expansion sockets of an Apple II microcomputer, enabling it to function as a workstation or a resource management unit in a string up to 300 metres long, of up to 65 micros.

One type of resource management unit is the disc-based filing system, which uses a 48K byte Apple II running the Nestar OS operating system to control the sharing of files held on discs ranging from dual floppies giving 1/4M bytes, to 33M byte Winchester and combinations of drives up to 200M bytes. The 16/2M byte Winchester version costs £7,750.

### Daisy Chain

A disc-based print spooler is also nearing completion and systems to be developed in the UK include a gateway to Preactel.

The ClusterBus is a 16-wire flat cable containing eight data lines which give a transfer rate of 120K bps. The network can be configured as a daisy-chain, a star or a tree, since the circuit board has two connectors and the cable itself can also have brahmas. The board contains 24 chips, including two 6821 I/O port controllers, a two-

kilobyte EPROM which holds the networking program used by each Apple, one kilobyte of RAM and an address comparator.

The system has been in full production in the US for four months, and trial production started ten months ago of an earlier version which supported the Commodore Pet and Trudy TRS80 as well as the Apple.

### Amusement

It has now been decided to support the Apple II and to add more management unit functions before supporting further microcomputers, and anyway to go for systems using the newer processor chips.

One application of the system that Nestar is particularly proud of is at an amusement arcade called Sesame Place in Philadelphia, set up by the Sesame Street children's television programme team in co-operation with Amnheiser Bush.

There, three Cluster/One systems are used to control 70 Apples in the Computer Gallery, re-packaged with colour screens and washable keyboards, running games, such as a lemonade stall simulation, which try to get away from the usual shoot-em-up syndrome.

### Office system

RICOH is aiming to develop a complete office automation system according to the company's European director Yoshirobu Okuyama and, to do this, it will have to devise two different architectures for the Japanese market and overseas because of the totally different alphabets.



John North, British Airways Project Manager for Ticketing and Sales Accounting was one of the people faced with the problem of finding a ticket printout system that was as easy to handle as

any system's oldest competitor. The delightfully unsophisticated ballpoint pen.

And after conducting a thorough evaluation, the printing system they chose was the Texas Instruments Omni 810.

### THE PROBLEM

Over-complicated printers all too easily break down and leave the poor sales clerk trying to produce seven legible ticket copies by hand. Which is not just inconvenient but also a waste of valuable time. So, when British Airways needed to order 150 printers for their sales offices all round the world, they kept their sales staff very much in mind.

Firstly they gathered experts from Engineering, Maintenance, Commercial Users and their top

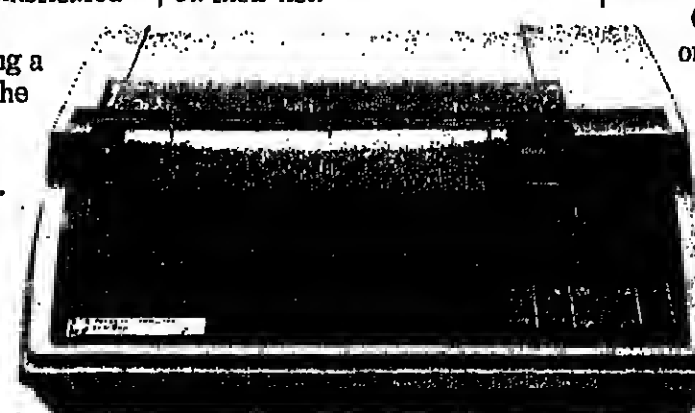
Computer Departments, who then defined their ideal printer according to eight criteria.

These were noise, print speed, legibility of the seventh copy, and compatibility with the British Airways' extensive communication network, variable speed - they needed from 1200 baud in Africa to 9600 in America - quality of engineering, ease of maintenance and reliability.

They then scored eight of the world's best known printers out of ten on each of those criteria, subjecting them to the kind of treatment the Consumers Association usually gives washing machines.

### THE SOLUTION

The Texas Instruments Omni 810 won convincingly. Which was particularly pleasing since it was also the least expensive printer on their list.



With the Omni 810 you don't have to be a computer expert to make print adjustments.

In many cases they can be done quickly by the clerk himself.

And it's also made up of large sub-assemblies for ease of repair and maintenance.

Qualities like that together

**TEXAS INSTRUMENTS**  
We put computing within everyone's reach.



And complications you don't need when you're handling important equipment.

If you have a print problem that needs an inexpensive, original solution fill out the coupon and send it to Texas Instruments Limited, European Digital Systems Division, Manton Lane, Bedford MK41 7PA.

Or ring Christine Langley on (0234) 67466.

There are five machines in the Texas Instruments Omni 800\* range, from the 825 RO to the very sophisticated 820 KSR terminal.

All of which help keep the solution to any of your problems well within our range.

I am interested in the Omni 800\* range. Please send me further information ☐ or arrange for a representative to call ☐ Send this coupon to Christine Langley, Texas Instruments Limited, European Digital Systems Division, Manton Lane, Bedford MK41 7PA, or ring her on (0234) 67466.

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel. No. \_\_\_\_\_

OMNI 800



# PAGE SIX

for programmers  
and analysts

by Pamela Rowe

## Job scene not so bleak, says CDI

READER Mrs A. M. Smith wrote to this page (CW, September 4) about her problems in finding a job following a programming course at the Control Data Institute.

She complained that, although assured of a 98 per cent chance of employment, after three months and 160 applications, she was still unsuccessful. She also claimed 50 per cent of her fellow students were in the same plight.

CDI now reply to these criticisms:

"After reading your letter in Computer Weekly, I felt for the benefit of existing and potential TOPS students, who may now be severely worried about their chance of employment, that we should get the record straight.

"Firstly you claimed that 50% of your fellow graduates are still unemployed. All those who graduated along with you have been found employment.

"You also failed to mention that less than two months after you completed the course, you wrote to inform us that you had decided to return to teaching and had accepted a teaching post.

"While CDI still maintains a placement rate in excess of 90%, we freely admit that, given the current economic climate, it is taking longer for our graduates to obtain jobs. Yet those with the determination to begin a career in the computer industry do, as is evidenced above, succeed."

**JULIE BURROWS**  
Control Data Institute  
Birmingham.

## CONFERENCES

Infotech's State of the Art Review '80 will be held in London from November 26-28. It is designed for senior data processing people and explores all areas of computing. Events include sessions on future systems, software life cycle and the information industry. Further information is available from: Mrs. M. Nichols, Infotech, Nicholson House, Maidenhead, Berks. Tel: (0628) 39101.

... when you need a dependable supplier, an authorised distributor with a comprehensive range of products at keen prices, backed by large stocks for fast delivery, with full after sales support. We promise you a rapid response

**ANADIX DP8000**  
Exceptional value and high reliability. 84 lines per minute, 112 cps. Parallel and serial interfaces as standard. 96 ASCII set, 8 x 7 font. Variable factor. Form handling facilities. 1K buffer store. Options include 2K extra store IEEE interface. **from only £494**

**DIGITAL LA34**  
30 cps dot-matrix printer. Roll feed, paper width 100-14 inches. 8A interface. Spectacular character width. Full 96 ASCII character set. 7 x 9 dot matrix. Options include 20mA interface, tractor to accept sprocket feed paper and numeric keypad. **from only £739**

**LEAR SIEGLER ADM-3A**  
The most popular visual display in the world. 1600 character screen capacity. Cursor addressing. Dual interface. Boundary print. Wide range of speed and word control. Options include Teletype 4010 complete graphics. **from only £545**

**LEAR SIEGLER ADM-31**  
Low cost VDU with two page buffer and collating facilities. Dual interface. 60 character set. Cursor addressing, scrolling, protected field clarity. Options include editing and addressing, printer port. **from only £795**

**TELETYPE 43**  
Versatile, economic and reliable. 30 cps, serial interface keyboard printer. 12 or 80 columns. 96 ASCII set, 8 x 7 font. Clear, high quality printout. Microprocessor controlled. Portable version. **from only £775**

**DIGITAL LA120**  
120 cps keyboard terminal. Optimised for directional printing. Selectable character width. 8A interface line rates from 60 to 1,800 baud. Full form handling facilities. Options include expandable 4K buffer, APL character set and foreign sets. **from only £1656**

**LEAR SIEGLER ADM-42**  
Smart intelligent VDU with up to 8 pages of display. Full editing facilities, including, clearing, cursor addressing, form, transmission, protected fields, dual interface, separate function keys, status display. Optional alternative character set, programmable function keys, synchronous interface. **from only £1049**

**TEXAS 810**  
Compact 150 cps 132 column printer. Optimised for directional printing. Adjustable tractor feed. 7 x 9 dot matrix. 96 ASCII set. Form copy and other serial and parallel interface options. **from only £1275**

**PERIPHERAL HARDWARE LIMITED**  
Amfield Close, West Molesey, Surrey. Tel: 922175

**SOUTH** 01 941 4896  
**NORTH** Harrogate 01977 41123  
**IRELAND**

## Fun and games with a video terminal

EVENING classes are here again. It's that season when your enthusiasm for one-line descriptions of courses lets you in for much more than you can take. It is only when the one line turns to many weary pages on a raw November night, that attendances tend to fall off.

One that sounds a great deal more fun than usual is the Class, arranged by Honeywell for local secondary school students of West London. Standing for Computer and Logic Appreciation for Secondary Schools, it starts off by introducing students to a video terminal with games like Invaders and Ohello.

I went along to the first evening and spoke to some of the students - most of them sixth formers from schools as different as the very public Lyster Upper School and state system Fulham Gilliat. The girls were predictably a bit giggly over their keyboards, but managed to tell me that they felt

very lucky to have been selected for the course and were looking forward to it. "A lot of the sixth form applied," said one girl. "About 35 of us gathered and we only had 13 places. I don't know anything about computers so what I saw the night on the board I just put my name down quick."

"We are quite overwhelmed by the response," said Charles, Scatchard, organiser of the Class course. "We have doubled the original class of 20 to run two in tandem, but there is still a waiting list of 40."

Selection was left to the schools, though motivation and ability was asked for. David Youens, personnel director of Honeywell said: "You will need a certain amount of stickability."

No prior knowledge of DP is assumed, though a knowledge of having a terminal at home would be a help. Scatchard said: "In this case we are concentrating on more commercial aspects, because what seems to be concerned only with mathematical languages like Algol and Fortran."

"We are teaching Cobol and Basic as our main language and Basic has its use in spreading with mainframe micro - and we'll have a lot of some others including Fortran, RPL, Coral and Assembler."

A comprehensive list of topics spread over the 10 one-hour sessions held weekly on Wednesday evenings. The student is gently through basic descriptive input and output media and devices, data base systems, decision tables, and many forms of editing. The culmination comes with writing several complete programs at the end of the course.

Other games that will help teaching along are Chess, Zork, Troll and Adventure, a computerised Lord of the Rings. Students will be assisted throughout the course and made to use a computer.

At least 50% of the day time though will be devoted to hands-on machinery, using a Level 6 configuration of Honeywell's UK Educational Centre.

Youens spoke of his former having all the educational machinery and skills to hand. "All we had to do was divide it up differently to realise it," he said. "And the instructors are giving their complete voluntary over a year quite a commitment over a year."

"We have an officer now giving this help to local schools," he said. "In fact it's something much more difficult than giving a cheque to charity - where the are all geared up to receive it."

"However we feel it is important that schools have an appreciation and awareness of computing and is the policy at Honeywell to be an active part as possible in local affairs."

"If Class proves successful, there is no reason why it should be extended to other parts of the local community."



TERRY Croker was given no formal training for his conversion from Cobol to Basic. He was sent a manual to study prior to joining Senosystems of Sudbury, Suffolk.

much easier to learn than Cobol. I find it simpler to use too, more precise and not so ambiguous as Cobol."

"What about any difficulties or disadvantages?" "Apart from still thinking in Cobol, which I did at first - I used to flowchart as though I would be coding in Cobol. The biggest change was in file handling."

"At the moment it seems awkward in Basic, as you have to set up the file, set up the fields, then read in a block, and after accessing the records, put the block back again. You go on like this, either repeating it or closing the file."

Terry added: "But I know there is an access facility which gets round these difficulties." Another problem is that it's a more mathematical language than Cobol - for instance there's a lot of matrix handling. I think if your maths is weak you could manage, learning it by rote, but it would be harder to improve and you may run into problems later."

I asked him how he'd found the change from mainframe to mini. "No real difference, once I'd got used to the machine. I think it's a good idea to change anyway."

"It is all too easy to get set in one line of thinking, as though that is the way to program computers. Perhaps the biggest difference is that we're dealing directly with customers so work to much stricter schedules. If a job is late we won't just be moaned at by the DP Manager, we might actually lose the business."

Did Terry think it would be easier to convert a second time? "Oh yes. Having converted once you begin to see some of the possible variations. I'm very glad I made the switch, for many reasons - the company, the type of work, and the language."

"There are many versions of Basic. Terry uses Basic Plus, Version 7."

## SOFTWARE FILE

# User concern over VSPC

THE IBM Shore mainframe users group for Europe, the Middle East and Africa, known as Seas, has expressed concern about the future of IBM's Virtual Storage Personal Computing (VSPC).

## Desk-top Pert for project managers

TO make it possible for project managers to analyse requirements from their desks, a Surrey company, Computerline, has developed a microcomputer management system, Micropert.

The system used Project Evaluation and Review Techniques (Pert) to produce data which affects deadlines and delivery dates.

It represents the logical relationship between activities as a network, to identify such things as the critical path through the project, key events including start and finish dates for different activities, and the resources available.

Computerline says these techniques have up to now only been available for mini and mainframe users, and that Micropert will make low-cost project management a possibility.

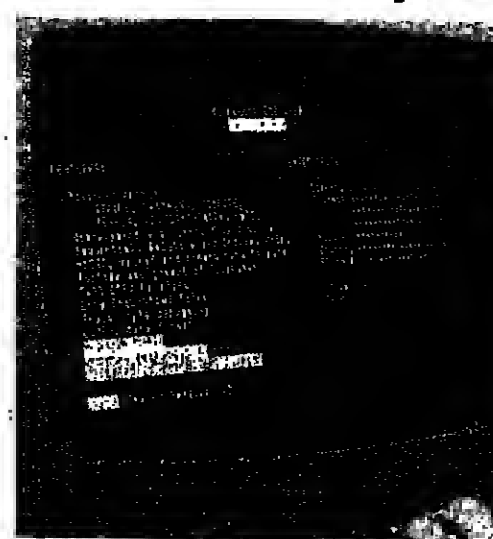
The system works on a Z80A microprocessor with 65K-bytes of memory, which can also be used as a terminal to use Computerline's own services for wider scope.

## WP option

A SOFTWARE option that brings word processing facilities to the DS990 models 4, 6, 8, 20 and 30 has been introduced by Texas Instruments. Named TIPE-990, the software operates with Texas VDUs and printers.

## Modelling aid

THE long-established software products house ADR has launched a new system. A financial modelling aid, called Empire, it uses colour graphics to create easily-interpreted displays of present and future needs. It can be used to forecast requirements and shape a company's growth.



AN improved version of Cobol 80 (illustrated left) for use with microprocessors has been introduced to European markets by Vector Microsoft through Microsoft in Belgium.

There is special syntax for linking working storage and screen fields.

Also new is the Chain facility which allows any number of

separately coded applications or segments to be reached from within a controlling Cobol program.

Microsoft already has 25 OEMs using Cobol 80; one fifth of the installations are in Europe.

## Cobol for micros

ANOTHER UK contender in the Cobol-for-micros market is Interface Computer Services. Its commercial operating system for Z80 and Z80A micros contains what is described as a "true Cobol compiler" as well as features which are said to enhance the screen, disk drive and printing facilities of the widely-used operating system CP/M.

There is also a job executive with JCL written in Cobol, and an online program debugging tool, as well as automatic "housekeeping" facilities for disc maintenance.

## Freedom

It was designed to give a terminal user complete freedom to access and manipulate data from files already in the system. A manager with a terminal on his desk could run existing programs and create, store and run his own data files and programs.

Of the languages available under VSPC, APL is likely to be the first priority in improving support since over 75% of all VSPC installations use APL whereas only 50% use Basic or Fortran and only 25% use PL/I.

The APL extensions are expected to include background execution, event processing, use of "record-type" data structures and the incorporation of non-APL features into APL functions.

Two-thirds of the 300 or so licences sold for VSPC came from world trade customers, most of these from Europe; unusual for an IBM product where the ratio is usually 50:50 world trade: IBM domestic.

IBM in the UK was unable to comment on the predictions, but more information may be available soon. It will be awaited with interest by members of Seas, who include several of the most prestigious customers for VSPC.



Not cheap  
and nasty  
just cheap

THE 400 terminal, designed and developed in Australia by Electronic Control Systems, was originally adopted by Telecomputing for use with TPS and further applications have been developed.

ECI set up a manufacturing centre in California, making the 4000 and 4500. Telecomputing took over the marketing of the machines under the name TECS, selling utility and WP packages, Wordstar, Datasoft and Superstart.

Phil Davies, who is in charge of TECS marketing, attributes success to the fact that the system is "not cheap and nasty - just cheap" as well as the operating system. "CP/M has become almost an industry standard; it allows a whole range of software applications to be used," he added.

The latest version of TPS, TP33, was designed to take into account the move demonstrated by the success of the ME29 to true

# TPS firm plans switch to hardware

WHILE everybody around is waking up to the potential of software, Telecomputing of Oxford, which started out with the ICL-compatible TP monitor TPS, is turning to hardware as its major source of revenue.

Sales of the TECS 4500 terminal and microcomputer now account for over 50% of its monthly sales of £200,000, it was announced at the opening of Telecomputing's London premises in High Holborn.

Telecomputing's success has been based on one product only and, since ICL seems to be putting more emphasis on integrated TP facilities, it makes sense to diversify.

With over 50 new sites, Telecomputing takes this as a sign that "ICL users continue to regard Telecomputing as the optimum TP systems supplier."

The latest version of TPS, TP33, was designed to take into account the move demonstrated by the success of the ME29 to true

distributed processing, where the machine is used as an office tool as well as a sophisticated mainframe.

## Response

"We're not shutting down our software," said technical director John Garrick. "TP33 will keep going. It is our response to the ME29, the stabilisation of the DME environment and ICL's Information Processing Architecture."

Garrick said he was not enamoured of any of the current operating systems, mostly conceived without TP facilities, saying: "A large general purpose operating system is not the way to cope with the increasing demand for networked systems. TP shouldn't reside in the OS - it's less efficient."

He disagreed with the opinion that external facilities won't be needed, and requirement for them will die off.

## Timeplex multiplexers.

Now you can order  
direct from the source.



For more than ten years Timeplex multiplexers have been improving the efficiency and economy of data communications networks in the United Kingdom and around the world. Today, the Timeplex commitment to the data communications industry is stronger than ever.

Introducing in the U.K., Timeplex Limited - a wholly-owned subsidiary of Timeplex, Inc. USA.

Now you can come directly to Timeplex to help you create the most flexible, trouble-free network possible. Timeplex Limited is the one and only source in the U.K. exclusively dedicated to sales, service and support of Timeplex product systems.

Come to Timeplex Limited as your source for the SERIES II MICROPLEXER™ family of statistical multiplexers, data concentrators manufactured by Timeplex Plus, a full range of modems and accessories to meet your system needs.

Remember, Timeplex multiplexing systems are known throughout the world for advanced design, reliability and cost-effective performance. And wherever you are in the United Kingdom, the source of these products is now as close as your telephone.

Simply dial Leeds (0532) 715441. Or, if you'd like more information about Timeplex products, fill out the coupon below.

Visit Timeplex Ltd. at COMPEC, Stand 33/32/42/31, Grand Hall.

**Timeplex**

Timeplex Limited, Timeplex House, North Parkway, Leeds LS14 6PX. Telex (0532) 730131. Tel: 557476.

\*Patents Pending

Name \_\_\_\_\_

Title \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

Telephone Number \_\_\_\_\_

To: Timeplex Limited -  
Timeplex House/North Parkway  
Leeds LS14 6PX

☐ Please send me more information on the Timeplex product line.

☐ Please have a Timeplex Ltd. representative call me.

API-PLUS VM  
FOR  
COBOL  
01-242 8135

**ACOUSTIC  
COUPLERS**  
Ex Stock 0734 24715  
Contact  
**MOORE REED & CO. LTD.**  
Welwyn, Andover, Herts  
Tel. Andover 4155

**Puzzler**

There is only one way to do chessboard grid. See if you can.



## MICRO NEWS

by Eileen Stainer

## Nascom comes bouncing back

NASCOM Microcomputers has come bouncing back to life after four months in receivership, under a new owner, Peter Mathews, director of Prestel and telecommunications specialist company, Altek Technology Initiative.

The new-look Nascom International, which will trade under its original name of Nascom Microcomputers, intends, as the name suggests, to hit the overseas market strongly. But not just its original market. Mathews stressed at the announcement last week. Nascom is moving into the small business systems market with its first system, to be launched at Compucon next month. It is also moving into the fast information market with a Prestel adaptor for under £150.

That's not all, according to Mathews. "Microcomputer technology has reached a plateau; from now on the emphasis is on its application," he said. "Microcomputing, not microcomputers, will be the technology of the 80s."

Mathews' first priority, however, is to get the company back to where it was before the receivers were called in four months ago because of a lack of capital. This means developing the home market as soon as possible. Then he intends to attack the export market.

He hopes to move into Europe in a big way by setting up a distribution network in each country, and is looking for partners in Europe at the moment. The Middle East and the US are also on the list, although the Nascom

systems do not comply with US regulations yet.

But Mathews does not intend doing all this himself. "The Nascom is unique as it is a kit," he said. "We can gain by the ingenuity of 20,000 users who develop different applications for it."

## User ideas

He welcomes ideas or work done by users and potential users and might even be willing to finance them to the prototype stage. Particular areas of interest include robotics, artificial intelligence and the development of microcomputers in the automotive field.

The first product, planned for release in six weeks' time, is the disc controller board, which was previously launched but did not actually get into production. Mathews promises that quantities will be available on release.

The first business system, which will run on the CP/M operating system, will be a 486-up version of the 'Nascom II' with 64K of RAM and around half a megabyte of storage on floppy disc. This will be low cost, according to Mathews, and normally available in the complete form, although there will be some kits.

Impressively, both the business system and the Prestel adaptor were in prototype form and operational at the announcement. The former was housed in two business-like stackable units, the system and the floppy disc drives, with a separate console unit. Mathews intends to work closely

with other companies, in particular the one set up by the original Nascom engineers, Specialist Micro Design. The Prestel adaptor was designed and built by SMD under contract with Mathews, before he had even put in a bid for Nascom.

At the moment the new Nascom is in formation and the man expected to run the company in two weeks' time is Martin Tomlins, who also owns Microprocessor Developments. Both companies will have headquarters at The Business Centre in Pall Mall, London.

## Software

Tomlins stressed that the Nascom I will be continued for the hobbyist market and the business market will just be an expansion. The company will also try to capture some sectors of the education market.

One of the prime objectives is to develop software for the Nascom systems, and this will be done by a new company called Natsoft. Mathews hopes to create a library of software programs, and again invites users to offer their creations.

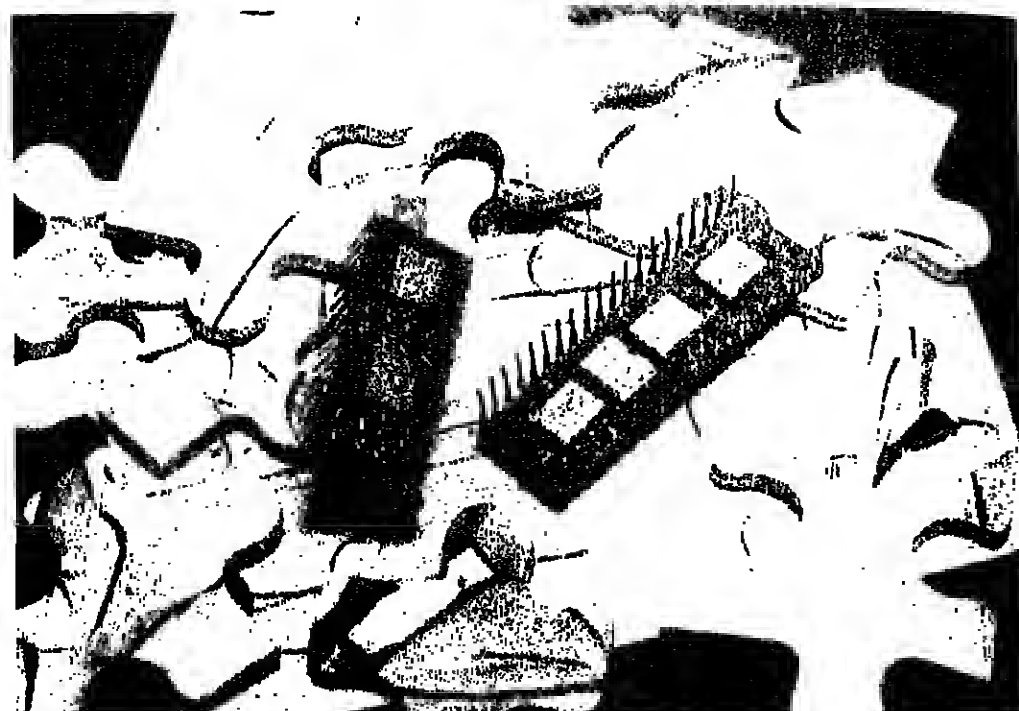
Research and development is also an important factor on Mathews' mind. He is currently talking to four bodies, one of them a government body, to help with R & D in terms of management and technology.

## Interface cards from HP

THREE interface cards have been introduced by Hewlett-Packard for its HP-85 personal computer. They include a serial interface card which is RS232C compatible; a parallel, general-purpose I/O interface card and a binary coded decimal (BCD) interface.

The serial interface card provides bit-serial asynchronous data communication capability and supports current loop operation. Its features include programmable line characteristics which allow users to change baud rates, parity, bits per character and stop bits, without changing physical switch settings. Use of the serial interface with the HP-85 allows connections to peripheral serial printers and modems.

With the use of the I/O interface, up to four devices per card can be attached to two low-power bidirectional ports and two high current output-only ports. These devices can include OEM-designed and user-customised peripherals, printers, card readers, paper tape readers and punches. The BCD interface can cope with up to two peripherals at one time and can include digital voltmeters, counter, medical equipment and electronic scales.



Harris has employed a leadless chip carrier fabrication technique in its new series of data acquisition products. Monolithic dies are packaged in the carriers and soldered to both sides of a multi-layer ceramic substrate, resulting in a single 32-pin chip.

The first two chips, the HI-8800 and the HI-8901, are available now in production quantities to commercial or military applications.

## Growth in electronics is only just beginning

THE ELECTRONICS industry is at the start, rather than the end of an exponential growth curve, according to Ben Rosen of Rosen Research in the US. And the market is looking way past the recession on into the growth curve.

This has led to substantial increases in stock performance of semiconductor companies like Intel, General Instrument and others in the market such as Tandy and Commodore, at the same time as a decrease in demand and prices.

Meanwhile, the recession has definitely begun to affect the semiconductor industry, says Rosen. He predicts a mirror image of 1980 to occur in 1981; a weak first half followed by a strong second half.

## Growth

Rosen considers the advent of very large-scale integrated circuits suggests the start of the electronics revolution. More and more sophisticated processing power will make electronics easier and cheaper to use for a wider audience. This is happening now with speech synthesis and speech recognition breaking down the man-machine barrier.

He predicts that the semiconductor will increase its percentage of world gross national product rapidly in future years. Meanwhile, however, Rosen notes that the growth of US semiconductor

companies will be constrained by five factors.

Firstly, Rosen believes that the semiconductor industry, especially the leading edge portion, is becoming increasingly capital intensive as a function of time. In 1976, US semiconductor companies spent about 10% of their sales on capital expenditure. This year the figure is expected to reach 19%.

The second factor is Japanese competition, which is increasing and will continue to do so into the 80s. Rosen points out that Japanese companies were initially successful in dynamic RAMs and now they are becoming more competent in other memories, microprocessors and telecommunication chips.

The need for extensive applications software with the increasing use of microprocessors will be a constraint on industry growth, says Rosen. Solutions to this problem will include more efficient high-level languages, better methods of applications programming and a future resubstitution of hardware for software.

## Recession

Other factors are the serious shortage of electrical engineers in the US, and recessions expected every four to five years.

How will these constraints directly affect the semiconductor industry?

## Real time course

A MODULAR course in real time computing starting at Preston Polytechnic this year, is to use a linked host-target configuration of a System Series 5000 and several Intel 8086 microcomputers.

A microprocessor development system called Context, which is produced by Systime, is to be used with it.

At a cost of £100,000, the complete project is designed to enable students to develop software for real time microcomputer applications using Basic +2, RSX-11, Intel 8086 and Coral-66. They will also be able to design real time systems using Masoc.

Support for the equipment was provided by the Department of Industry's Microprocessor Applications Project, and enables students to qualify for grants.

## Motorola first

MOTOROLA is the world number one in discrete components, according to a director of European operations André Barrel.

He said that the top 12 companies accounted for 61% of the world market in 1979, and of these five were American, three were European and four were Japanese. Motorola, he claimed, was number one, with \$419 million of business, followed by Philips with \$290 million. He put the number one Japanese company, Toshiba, in fourth place with \$212 million.

He believed the world market this year would reach \$4,118 million, with Europe making up 33%, the US 32% and Japan 24%. He predicted that by 1985, the market would have grown to \$5,200 million.

Motorola intended to maintain its pre-eminence with new bipolar, power MOS and fibre optic products.

## NEW 32-BIT ECLIPSE MV/8000. RATHER THAN NAMING NAMES, WE'LL LET YOU MAKE THE COMPARISON.

If you need a fast 32-bit system, the NEW ECLIPSE MV/8000 offers you a 36.4 MB/sec. memory bandwidth. And it features independent processors that drive high-speed busses, and as many as 128 terminals.

Need hot architecture? The MV/8000 gives you one of the industry's most advanced virtual memory management systems plus 4 gigabytes of logical address space, and user programs as large as 512 megabytes.

Your MV/8000 also has unmatched reliability and maintainability. It comes with its own independent microNOVA-based System Control Processor that continuously monitors the system, and identifies hardware faults.

System security? The MV/8000 gives you an 8-ring security system that protects system resources and users' privileged routines.

The MV/8000 speaks just about all your languages, based on its new AOS/V5 operating system. AOS/V5 has optimized microcode for high level languages like ANSI FORTRAN 77, BASIC, PL/I, as well as COBOL, DG/L, DG/DBMS, TPMS, INFOS II, AZ-TEXT word processing, RCX70 (3270) and RJE 80 (2780/3780).

Compatibility? Forget about emulation, mode bits, or rewrites. Along with its new 32-bit applications, the MV/8000 executes all existing AOS programs for total 16-bit compatibility. You don't have to change programs, peripherals, or people.

Don't you think you should make the comparison and choose the winner? The ECLIPSE MV/8000.

32-bit System Check List	Data General ECLIPSE MV/8000
<b>Performance</b>	
- Independent I/O and CPU Busses	<input checked="" type="checkbox"/>
- Communications Front-End Processors	<input checked="" type="checkbox"/>
- System Cache	<input checked="" type="checkbox"/>
- Instruction Cache	<input checked="" type="checkbox"/>
- Address Translation Cache	<input checked="" type="checkbox"/>
<b>Architecture</b>	
- 4 Gigabyte Logical Address Space	<input checked="" type="checkbox"/>
- Virtual Memory Management	<input checked="" type="checkbox"/>
- One-level Page Tables	<input checked="" type="checkbox"/>
<b>Reliability &amp; Maintainability</b>	
- System Control Processor	<input checked="" type="checkbox"/>
- Automatic ERCC Control	<input checked="" type="checkbox"/>
- Microdiagnostics	<input checked="" type="checkbox"/>
<b>Languages</b>	
- ANSI FORTRAN 77	<input checked="" type="checkbox"/>
- ANSI COBOL 74	<input checked="" type="checkbox"/>
- ANSI PL/I	<input checked="" type="checkbox"/>
- ANSI BASIC	<input checked="" type="checkbox"/>
- RPG II	<input checked="" type="checkbox"/>

**Data General**  
Over 83,000 computers are now at work in 57 countries.  
To: Marketing Communications, Data General Ltd., 3rd & 4th floors, Hounslow House, 724-734 London Road, Hounslow, Middlesex TW3 1TP. Tel: 01-837 7455.  
Your ECLIPSE MV/8000 sounds like a winner.  
Send information and have a representative phone me.

Name: \_\_\_\_\_ Position: \_\_\_\_\_ Company: \_\_\_\_\_ Address: \_\_\_\_\_ Tel: \_\_\_\_\_

**DIGITAL LSI-11/23 VT100s-AB EX-STOCK!**

**IBM 3101 TERMINAL RANGE now available**

**Rapid Recall**  
(0494) 26271  
Rapid House, Denmark Street, High Wycombe, Bucks HP12 1ER  
Tel: 0494 26271  
(0270) 627505  
78 High Street, Norwich, Norfolk NR1 3JF

**The others say they're smart and dumb Pentland is just British, good looking, functional and excellent value.**

Model III

The Model III Pentland VDU has a 12 inch white phosphor screen 80 x 24 characters, 64 upper case ASCII characters, 62 key standard layout keyboard, clear screen, row, home and clear functions, standard or reversed video, and interface on RS 232-C and RS 422-A C.A. outside. 15 baud rates to 9600, full/half duplex.

The Model VI Pentland VDU has an additional bonded face plate with green phosphor, 96 upper and lower case ASCII characters plus 11 key numeric pad, and line or page scroll, row interchange functions, 2 video pages, direct cursor addressing and optional displayable control codes.

Model VI

Call 04682 73883. End users call Roy Richardson on the same number and ask for details or your nearest distributor.

**CPU PERIPHERALS**  
Cope Road, St Johns Works, Surrey GU21 1TX. Tel: Woking (0482) 73883. Telex: 669582



## OP SPOT

by Paul Fisher

## Going online

Operator Andrew Clark has recently returned from a 10 month contract in Belgium where he was working on a NATO project. He spent much of his free time writing a 60,000 word book called Legend For A Legend.

The book is an account of an expedition to India to search for the world's largest fresh water fish, the giant mahaseer. The three man team managed to hook the largest specimen for 32 years when they reached a 52lb whopper. Not satisfied with this, he is planning a return trip to break the 100lb barrier.

Clark is pictured here with his gold. Similar, with a 7lb and a 45lb mahaseer. He says: "My experiences of computers didn't help me at all." He is now looking for a publisher for his book and working with Resource Technology.

## Seminar on management

A THREE day seminar called 'The Effective Use of Computer Operations Management' commences on November 5. It is being held at the Cumberland Hotel, London and anybody interested in attending should contact Pauline Catton on 01-486-8377.

## 'Storm troops' for the ops room

SOMEONE is in a panic because a program completed three months ago still hasn't had its first run. A programmer's insistence for hands-on testing has caused a number of programs to be re-scheduled out of sequence.

The daily Master File update, which is run twice a week anyway, has failed for the umpteenth time and the users have not had any output for three days.

Does this sound familiar to you? According to Peter Easton, an associate director of CMG (City of London), such chaos "is typical and is often not the fault of the operators." CMG has a team of troubleshooters which is frequently amazed at the mess operators are forced to work with.

A recent four month assignment had CMG unravelling a big tangle at the mainframe installation of a large insurance company. The brief, to advise and produce im-

proved standards of operations, sounded simple.

In practice it means coming to grips with the problems created by inadequate processing power and memory, lousy documentation and staff problems. One of the first changes was the sacking of the operations manager.

## Delays

Even though the computer was running 24 hours a day seven days a week there were still serious delays with user output. Thus the first problem CMG investigated was whether the existing kit was powerful enough to cope with the workload.

It was found that if re-runs were kept to minimum, the machine could cope. However, in order to reduce machine time, it was decided to upgrade the equipment

and increase processing power by 100%.

Easton thinks that if the difficulties had been faced a year earlier such expenditure may not have been necessary.

Another major problem was the lack of documentation. Production jobs were failing because operators had no run sheets to work from. Programs were run out of sequence or not run at all.

Production run sheets were designed with relevant file names and run instructions so that, for the first time, the operators could see what files were being created, updated and read. According to CMG this is a necessity.

To help programmers set up test runs, CMG wrote a testing run sheet which holds more detailed information than the live run sheet. Programmers during hands-on testing had become the rule at the site. CMG locked the door on them.

## Locked out

"The only programmer," says Easton, "who should have access to the computer room is the systems programmer. Hands-on testing is a waste of time."

Once the operations department was receiving more information from the programming department, JCL was produced. This reduced run errors and run time. Jobs were set up quickly and the operators had more time to check the control systems generated to

## Dealing with the information explosion

THERE is a mountain of paper to testify that the information explosion is with us. Computers generate reams of the stuff. It is obvious that most people don't trust the invisible writing on tapes, discs and the like and still feel a need for the reassurance of print out.

I've got a fair idea of what happens to the 92,000 copies of Computer Weekly produced every week but what about all the paper spewing out of your printers?

Does it go to the dustbin, does the management grab it or have you got an arrangement with a later day rag and bone man?

I'd be interested to hear of any tips you might have to pass on to other ops about the clock and danger business of hogging used paper.

All correspondence should be in sealed brown envelopes and will be dealt with in the strictest confidence.



Me and my hot rod.

## More sponsorship needed for hot rod enthusiast

HOT rodding is an expensive sport. Engines cost up to £4,000 and drink a gallon every four miles or so. Therefore, Julian Fish, operations manager at the Robert Holne Group's Northampton installation is dependent on a certain amount of sponsorship.

His employer has dug into its pockets but more is needed to keep the car on the track. Any offers, Fish says, "I've always been mechanically inclined and prepared to get involved with equipment. This has helped me with my job and my hobby."

## Scrapbook 'not viable' shock

SCRAPBOOK will not be viable in the mid 1980s as it is. That was the startling message from a director of the firm that markets it at the inaugural meeting of its user group last week.

Dr Keith McKenzie, a founder director of Triad Computing Systems, outlined plans to improve the seven-year-old Scrapbook system which was developed at the National Physical Laboratory to support the production, storage, retrieval and printing of shared personal text files on a minicomputer and to exchange documents and messages between users.

But the improvements would come slowly, he said, because the development costs could easily outweigh the profit - unless someone cared to pump in some development funding.

However, the system was currently the best that could be bought.

## Tactical

A short term tactical move would be to re-write the system to run under the RSX11M Plus operating system on the Digital Equipment PDP-11 range, instead of under IAS as at present. Later it should move to VMS on the Vax 780, which was the machine of the 80s, he thought.

At the same time the limit to the number of terminals that could be logged on at once should be overcome by adopting a data-driven structure in place of the current process-driven structure which made heavy demands on the table space in the operating system.

Transaction processing systems used for airline reservations had data-driven structures, enabling them to support large numbers of terminals.

A local ring network would be very suitable for use with Scrapbook and an off-the-shelf system would probably be adopted within the next 18 months.

Implementing the word processing part of the system on an intelligent terminal was overdue and a form filling capability and data validation could also be added to such a terminal.

Commercial DP should be integrated into the system, such as arithmetic capability, a Cobol interface and better database management to enable retrieval by keyword of strings or blocks of text.

The overall aim was to make it an even more generalist system that would help to run an office, rather than just doing a collection of jobs. This would apply to all computing facilities by the 90s, he thought.

## Six-man systems house's PAYE bid is based on micros

A SIX-MAN systems house has entered a bid for the Inland Revenue PAYE system based on a network of micros. Damian McDevitt, a director of London-based MML, believes his firm's bid would stand a very good chance of winning if rationality rather than politics governed the choice.

MML's proposal comes out at £53 million, an expected saving of around £100 million. It is based on the idea of processing being done and files being held locally, as they are at present, and makes use of two types of processor linked in a four tier network.

There would be one central office, 32 regional offices each co-ordinating 32 local offices and in each local office five work units with four terminals attached to each. This gives a potential total of 20,480 terminals.

The processors put forward are the Z80-based Digital Microsystems DSC-4 for the work units and management unit in the local offices and the bit-slice based Hex-29 16-bit mini from the same US company to the central and regional offices.

## Minimised

McDevitt argues that not only would working methods change less under his firm's proposal, but expensive communications costs would be minimised, tax inspectors would retain responsibility for their work and their staffs and the Big Brother threat of a huge central database would be avoided.

The system would be easier to install because it could be tried out in a couple of offices before being repeated identically through all the others at whatever pace was most desirable.

Maintenance would not be a highly specialised task with a small team learning slowly and then becoming hard to replace, but a simple system of duplicated components resistant to failure and thoroughly understood.

Manufacture would not be a problematic process of gearing up and then winding down after pro-

duction when no other comparable system was needed.

The mainframe solution would be the biggest real time system ever built commercially, McDevitt said, and not only was there no need for it, but it would bring more problems than it solved.

ICL was understood to have sought financial assistance just to run a simulation of 20,000 terminals accessing a mainframe earlier this year, when the procedures used by tax offices were very simple involving looking up files, carrying out low level arithmetic operations and updating a database.

## Bill to kill US export controls

RESPONDING to recent controversy over US exports of computers to the Soviet Union, Republican senator Jake Garn (Utah) has introduced a Bill in the US Congress to scrap the US Commerce Department's office of export administration that controls and monitors US exports.

Garn recommends the establishment of an independent Office of Strategic Trade (OST) to carry out this function instead.

He added that his Bill would prevent incidents akin to the Kama River fiasco early this year, when lorries manufactured at the Soviet Union's Kama River Plant, which uses IBM kit, powered the recent Afghanistan siege.

## Hazeltine release

HAZELTINE's Executive 80 terminal family is being introduced with two models. Model 20 costs £800 and is a buffered terminal featuring a set of highlighting and formatting functions. An extra £100 buys the Model 30 which has additional transmission modes, paging and data validation.

## Teletext meeting

THE National Union of Journalists is to hold a public meeting on Monday, October 27 on new technology to which anyone who works with viewdata, Prestel or teletext is welcome to attend.

The aim is partly to get new members and to put the union's views on technology. The venue is the Sir Christopher Wren pub, Paternoster Square, London EC4 and the meeting will start at 8.30 pm. Further details are available from the union's technology officer, Mike Smith on 01-270 7916.

## Ahead of time

It now costs £29,500 for the basic package, but it still only has eight user organisations, enabling Triad to break even on it. Managing director Tony Hardcastle puts it down to being ahead of its time, as well as to mistakes in marketing methods.

The next meeting of the user group is planned for spring, 1981, at the Royal Military College of Science in Shrivenham, Wiltshire, under the chairmanship of Donald Weald, of the National Water Council, a user since 1976. Triad expects to sell around four or six systems this year and only slightly larger numbers into the future.

## First ME29 in Zimbabwe

HAVING cut all ties with its former subsidiary in Southern Rhodesia after UDI, ICL is back with a bang in the new Zimbabwe. It has 160 people working there and has already installed the first ME29.

Customer is the Agricultural Finance Corporation in Salisbury, which previously used a 1903A at a bureau. It is now extending credit to peasant farmers and its customers have grown from 8,000 to 23,000 this year.

## Users must help with IC design

USER industries will have to involve themselves in the design of future advanced semiconductor devices if they are to reap the full benefits of the technology. This was the view expressed by Derek Roberts, director of GEC First Research Laboratory.

Speaking at the IEE conference on LSI and communications, he said the semiconductor industry could not be expected to make the best design decisions in, for example, implementing complex signal processing devices for use in communications systems.

The telecommunications industry would have to discuss its requirements with the semiconductor industry on the basis of knowledge of the trade-offs between design cost, manufacturing cost and performance.

After a past in which manufacturing costs had been the dominant consideration, he said, the next 10 years would see design costs become dominant for many new devices as the greater amount

of circuitry on board made them increasingly specialised.

A divergence would appear between devices engineered with a modest performance to save on design costs and obtain good yields and devices pushed to the limits of the technology to gain the highest possible performance.

## Invention

The latter he jokingly christened VHPISICs, pronounced vipsics, for very high performance silicon integrated circuits.

He added that he could not believe that the microprocessor was the last great invention in integrated circuitry, although if he knew what the next one was he would not be working for GEC.

Roberts raised a laugh when he said that the industry did not give a damn about inflation, it kept on slashing its prices - and a few years later it slashed its costs.



Roberts

## THE LEADING EXHIBITION OF COMPUTERS, PERIPHERALS AND SYSTEMS

## COMPEC '80

will be in the Grand Hall  
OLYMPIA, LONDON  
Nov 4, 5 & 6, 1980

## CAN YOU AFFORD TO MISS BRITAIN'S BIGGEST COMPUTER EXHIBITION?

Sponsored by "Computer Weekly," "Data Processing," "Practical Computing" and "Systems International" and with the support of "Electronics Weekly" all members of IPC Business Press, the world's largest publisher of specialist and business journals.

TICKETS  
AVAILABLE AT  
THE DOOR  
PRICE £2

**Crisis Oil** **£2.10m bill**  
**Short me** **CPA LOSS**  
**risk** **THREAT** **cutba**  
**Jobless**

**EMPIRE**  
**FIGHTS BACK**

**loses £19M spec** **industrial action plan**  
**costs** **GRIM** **to early**

EMPIRE is a multipurpose planning and modelling system designed by Applied Data Research to help your company's financial executives anticipate the consequences of risk and uncertainty and plan accordingly.

EMPIRE appeals to computer and financial management alike because it gives computing power directly to the financial executive while control over the computing resource remains with Management Services.

EMPIRE is a low overhead interactive system that has minimal effect on current production systems whether batch or on-line.

EMPIRE has an extensive range of facilities that will satisfy the requirements of any modelling application. Its comprehensive function library reduces the effort of developing and implementing models. Its powerful data manager provides the user with the ability to access all data relevant to any application. And its interactive analysis and forecasting capabilities are both comprehensive and advanced including sensitivity analysis, "what if" analysis, impact and target value analysis, Monte Carlo simulation and complete statistical analysis and forecasting.

APPLIED DATA RESEARCH LIMITED  
Midland House, Charlton Road, Hitchin,  
Herts. SG5 2AL  
Telephone: (0482) 55353.

ADR is the world's leading independent supplier of software, with over 85 per cent of the Fortune 500 companies using its products and more Datapro Awards than any other software supplier.







# 1984 is coming a year early, says Parslow

"When Orwell predicted 1984 as the year of totalitarian rule, he was a year late." So said Brunel University's Professor Bob Parslow at an international gathering of DP specialists at Friday's closing session of the IKD in Berlin.

The IKD - International Congress for Data Processing - is a biennial gathering of DP experts which discusses world topics in computing.

This year it dealt with "the mastery of information technology", addressing such subjects as computing in the third world, the role of women in DP, and how the world of work would be affected by technology.

## Unrest

Parslow expanded on his theme about accelerating unemployment and the resulting unrest in a talk entitled "Will democracy survive technology?" Although some dismissed his predictions as scare-mongering he pointed at present developments which when linked present a disturbing picture of the future.

"Within minutes of stopping you for a driving offence, a policeman could have information about criminal record, medical record and even political affiliations," he said, pointing out the danger of large databases.

## Danger

"If we include the monitoring of communications and the control of news media, we already have the means of establishing a 1984 regime."

He went on to demonstrate that this could happen by 1983, citing the evolution of microelectronics, robotics and office automation as threats to the white collar jobs of millions.

Obsolete tasks like shorthand and production line assembly would give rise to 20% unemployment by 1983 - and that was the most conservative estimate, said Parslow.

That would lead to an increase in vandalism and more activity from political extremists, which in

turn would unleash a backlash of repression and a totalitarian regime, he argued.

The breakdown on law and order could come very quickly, he warned, and pointed at the riots in Miami and Bristol as proof. "A young, male, unskilled black in Birmingham already knows he has almost no chance of getting a job while he's at school. You can't tell me that in those circumstances, such civil unrest is merely coincidence," he said.

UK delegates, however, were relieved to find that Prof Parslow's own information retrieval system seemed to be playing up. His next example, gleaned from a German (could it have been East German?) paper was that rioting miners on a protest march from Cardiff had wrecked Eton.

## Exaggerated

It turned out they had grossly exaggerated a fairly minor demonstration by a group of unemployed at the Top People's public school.

Although there were others on hand with more reassuring views, IKD chairman Eckhard Fuchs closed the session with a warning: "There will not be only disadvantages from new information technology, but the control of its development will be the challenge of the 80's."

## NCCL objection to sale of post codes denied

REPORTS in the Press that the National Council for Civil Liberties was objecting to the sale of lists of postcodes have turned out to be untrue. Patricia Hewitt, NCCL General Secretary, has been quoted as describing the sale of the lists by the Post Office as "a gross infringement of privacy", but she told Computer Weekly, "I never said that."

Hewitt pointed out that such an objection would make little sense



Parslow ... Orwell is a year out!

## Warning over US info domination

THE danger of US domination of the supply of information world wide, an issue hitherto raised mainly by Third World countries, is now causing concern among developed nations. It occupied a major part of the deliberations of the high-level conference of the Organisation for Economic Co-operation and Development (OECD) in Paris last week.

However, the use of computer and communications technology transfer skills to the Third World was also put forward to the positive side of technical developments.

Much of the meeting was taken up with consideration of cross-border data flow and privacy issues, the light of the OECD's Council Ministers' recent approval of guidelines (CW, October 9). Dr OECD's computers and communications working party is coming to look at the matter, and is urged to look more at corporate data and less at the personal data, where the concentration has been hitherto.

"The US was defensive about the question of information domination through its databases at news services and expressed concern over the issue of intellectual property rights, especially in data banks and the copyrighting of software."

The attitude of the US toward data protection continued to provoke dissent among officials dealing with the issue in other countries. The French delegate said that the US would have to modify federal law that at present discriminates against foreigners.

since postcodes are already published in electoral registers. Concern had been expressed that lists of addresses with postcodes could be used for "redlining", that is, designating the inhabitants of certain areas as bad credit risks. Regarding the prospects for data protection legislation in the UK, Hewitt said she was expecting a "fairly positive" statement on the subject from Home Secretary William Whitelaw at Christmas.

Objections to the setting up of a new quango, the Data Protection Authority, were still very strong within the Conservative Party, she said. Other forms of remedy for the public were being considered, she said, but many of these seemed to her "fairly pathetic."

## Nascom buyer

PETER Mathews, director of Alltech Technology Initiative, has agreed to purchase the assets of Nascom Microcomputers from the receiver, W. H. Cork & Gully, in order to create Nascom International which will trade under the original name.

## Just the card, brothers!

IN a bid to speed up the issue of membership cards, the Union of Communication Workers is using its IBM System 34 to print out PVC cards, supplied by GBS Systems, which are fixed two abreast to continuous stationery. Under the old system, membership details were punched on to cards from printouts supplied by the Post Office. The data was processed and traditional union cards were printed, inserted into wallets, sorted and despatched to the branches.

Under the new system, which will be for members paying by deduction from their pay packet, the cards will be printed automatically after having verified membership status. The system will be able to produce sets of cards for a complete branch. These will be sent in bulk and normally distributed by branch treasurer. At present, the new system is being run in but all the new cards for the 190,000-plus members on check-off should arrive during the next few months.

## THE REVOLUTION IN DATA COMMUNICATIONS IS HERE

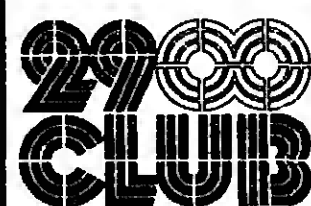
DISTRIBUTED DATABASE: Design, Operations, and Communications - November 17-19, 1980, at the Royal Garden Hotel, London - stresses the effective integration of database and data communications technologies. THE INTERNATIONAL STANDARD X.25 PROTOCOL FOR PACKET NETWORKS AND RELATED NETWORK PROTOCOLS - November 20-21, at the Royal Garden Hotel, London - is considered the best seminar of its kind on the standard CCITT interface protocols. And, for the first time in Europe, the Data Communications Institute presents its one-week course in BASIC DATA COMMUNICATIONS - December 1-5, 1980, at the Westmoreland Hotel, London. Taught by authorities from Network Analysis Corporation, this training course has been designed for recent engineering graduates, technicians, operations staff, and marketing and administrative personnel from both the vendor and user communities.

For more information on the Data Communications seminars and the Basic Data Communications Course, complete the coupon today and return to:

Jan Devan-Conference Co-Ordinators  
Regent House, 60 King St, Twickenham  
Middlesex TW1 3SH England  
Tel: 01-831-4331  
Telex: 381402Z ConferG

Name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_ Telephone \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_  
Post Code \_\_\_\_\_ Country \_\_\_\_\_

# Bright future foreseen for ICL with new hardware/software



reports by  
Tim Palmer  
and Donald  
Kennett

ENTHUSIASM for ICL's newest products, both hardware and software, was the keynote of the ICL 2900 Club meeting last week, and Basil Cousins of Computel was second to none in expressing it.

"The VME/B operating system, the CAFS hardware database, the ME29 small computer and Information Processing Architecture will be the basis of radically new services from Computel," he declared - and went on to recall that last autumn he posed seven challenging questions to ICL (CW, November 22, 1979).

"I am happy to say that after a year, the company still has a bright future."

His first question has been on improvements in the resilience and throughput of VME/B.

"Our technical people are now happy with VME/B. In September we had an uptime in excess of 99% with the 5X37 release - and up-

time is going to be particularly important. Users are becoming less and less tolerant of breakdowns and errors, and in communication systems even 99% uptime will be far too low."

## You must be adventurous in using your resources

"USERS have to make the most effective use of their costliest resources - staff and hardware. If you are unadventurous and simply continue running an orange 1900, you will lose staff."

That was the unequivocal message to the ICL 2900 Club from Keith Wattam of Gresham Computer Services.

An orange 1900 is of course a 2900 running under DML, and Wattam acknowledged that users were wary about moving from George 3 to VME/B.

"Users are beginning to want to move to native TP Option, but

they have doubts about performance. It is rather like Liverpool versus Southampton: Liverpool is safe and solid and a little unexciting; Southampton has flair and promise but is unproven."

"But new Kommy is surprisingly stable, and TP 200, which will give all the facilities to design and develop applications is just around the corner."

"I know that development staff do not like writing in Cobol, but you have to convince them that 2900 is a high-level machine and so uses high-level languages," he declared.

His next question had been on communications excellence, and he reported that with version two of the Kommy line handler, communications excellence was well on the way.

"VME/B supports an impressive number of terminals with TPO," he declared. "But we have to judge communications excellence on new criteria. It is no longer simply a matter of efficiency, resilience and good transaction processing: we have to be satisfied that we can shape our applications effectively. Information Processing Architecture changes the whole way we view VME/B: it provides the structure on which we can build things like electronic mail."

With its promised support for attachment of "alien" - non ICL - systems, Cousins saw IFA as a great liberator.

"My next question was about when we could expect a full range of 2900 applications packages. IFA makes the question much less relevant. If we can have co-operating systems, we do not need such a large number of hardware-dependent applications packages, and they could bring us the liberty that was promised with high-level languages, but did not happen."

## Unstructured

"IPA should allow us to transport the problem to the solution, and to look to a variety of small software houses rather than to ICL for a particular solution."

He was confident that ICL was working towards his requirement for larger tape and disc units and noted that the range of ICL peripherals was expanding.

"But the volumes for database and text applications will be gigan-

tic and we need an easy way to handle all this information. According to IBM, 90% of all the databases which people are planning will be unstructured text." The implications for hardware and networks are enormous.

"On the question of dual DME systems, we are on the threshold of implementing a dual 4-megabyte 2960 system, and it should be up early next year; we will be attaching ME29s and CAFS to it."

Cousins also highlighted ICL's viewdata software on ME29.

"The annual cost of a terminal today is about the same as the annual cost of employing a person; by 1985, it will be only 15%."

Internal viewdata and British Telecom viewdata are a significant part of this revolution."

Warning to his theme of the burgeoning future, he saw the installation of System X digital telephone exchanges having a major impact on networks - but also foresaw growing problems of management.

"The volumes of text likely to be generated by word processing

are enormous: an ordinary person working at a keyboard can produce a million characters in a year, which implies phenomenal overall volume for a complete organisation."

Integration led to complexity which was a form of inflexibility and should be avoided.

In using viewdata for private retrieval services, protocol conversion routines should be used in preference to integrating the viewdata into existing database systems.

Economies and improved levels of service were the main reasons for having private networks, and although some of their functions might be displaced by public packet networks, AT&T's experiences and problems with its proposed ACS packet switching service could serve as a warning to PTTs that instant networks were not within the state-of-the-art this decade.

Only at the desk would it matter whether voice and data could be delivered side by side.

Even for different data services integration should be avoided; co-operation was preferable to inte-

## Weakness

Gateways to the telex network were desirable because of regulations against commercial message switching services and anyway the real weakness of telex was at the local distribution stage where, after travelling from London to Manchester in minutes, a message took two hours to reach the right desk.

Another principle to be borne in mind in planning corporate communications was in plan to migrate



Cousins

## Avoid inflexibility that comes with integration, says consultant

Integration led to complexity which was a form of inflexibility and should be avoided.

In using viewdata for private retrieval services, protocol conversion routines should be used in preference to integrating the viewdata into existing database systems.

Economies and improved levels of service were the main reasons for having private networks, and although some of their functions might be displaced by public packet networks, AT&T's experiences and problems with its proposed ACS packet switching service could serve as a warning to PTTs that instant networks were not within the state-of-the-art this decade.

Only at the desk would it matter whether voice and data could be delivered side by side.

Even for different data services integration should be avoided; co-operation was preferable to inte-

to public networks, because although packet switching was currently on character in a year, which implies phenomenal overall volume for a complete organisation."

Integration led to complexity which was a form of inflexibility and should be avoided.

In using viewdata for private retrieval services, protocol conversion routines should be used in preference to integrating the viewdata into existing database systems.

Economies and improved levels of service were the main reasons for having private networks, and although some of their functions might be displaced by public packet networks, AT&T's experiences and problems with its proposed ACS packet switching service could serve as a warning to PTTs that instant networks were not within the state-of-the-art this decade.

Only at the desk would it matter whether voice and data could be delivered side by side.

Even for different data services integration should be avoided; co-operation was preferable to inte-

# IBM introduces new ways to improve office productivity.

Sometimes it seems that there just aren't enough seconds in the day to get all your work done.

In an age where technology can move information at electronic speeds, it can still take days to get a finished document into the hands of the people who need it.

But now IBM introduces a wide range of major new office systems and programs. No matter what your business - no matter what its size - these new offerings can help improve your business productivity.

EFFICIENCY FOR TODAY - MODULARITY FOR GROWTH TOMORROW - THE IBM DISPLAYWRITER. This may be the easiest word processing system that you've ever used.

The new IBM Displaywriter can show you how to process words just follow the instructions on its screen, which guide you, step-by-step in creating, revising and editing documents. It can even check your spelling up to a 1,000 words a minute using its electronic dictionary of 80,000 words.

With the communications options, you'll be able to send or receive information from other communicating IBM office products, and suitably programmed computers.

And because the IBM Displaywriter is modular, it's flexible. As your company grows in size your Displaywriter system can also grow in size and capability.

So you only buy as much as you need. You may want to design your system initially for one person, then graduate to two or three - by adding more display screens and keyboards, and later perhaps faster printers. Or start with basic word processing and add more software programs as your needs grow. This is why it can be more efficient and more economical.

And although a major design concept was ease of operation perhaps the easiest thing about it is its price. Would you believe from \$4,978\* plus software?

The new IBM 5520 combines many office administration activities with electronic document distribution. Word Processing - from the same visual display unit secretaries can create, edit, revise, sort, process and distribute business information, as well as handle normal correspondence. File Processing - with the 5520 you can add, subtract, multiply, divide and compare numeric information within files. It can also perform multi-step tasks with just one instruction. Electronic Document Distribution - documents can be transmitted in minutes - to a single person, to a distribution list, or a

combination of names and lists - and the 5520 gives a confirmation of delivery.

It's easier than you think. For example, special instructions appear on the screen in plain English when help is requested and you can control many different functions from one workstation.

In fact, the 5520 can do several things at the same time. As well as the communications activities, many of the traditional word processing revision and pagination functions can, if desired, be carried out by the system automatically, thus leaving the secretary free to undertake other tasks.

The IBM 5520 is an integrated system supporting multiple workstations, all sharing the same information and facilities. And the 5520 can form part of a network exchanging information and documents with other 5520's, suitably programmed System/370 computers as well as the new Displaywriter.

THE NEW DISTRIBUTED OFFICE SYSTEM - FOR PROFESSIONAL BUSINESS PEOPLE.

The IBM Distributed Office System boosts productivity in text and data handling by bringing the function and power of central computers to the fingertips of your secretarial, administrative, and professional staff.

This new system comprises software for the IBM 800 Information System and a compatible host computer, like the IBM 3730 Distributed Office.

Communications System on which it is based, it provides word processing capabilities, administrative functions, integrates text and data applications, and caters for information retrieval and the distribution of documents over telecommunication networks. It also makes publications production possible at your central computer.

By providing extensive text and data processing functions the system can handle both secretarial and administrative tasks in a manner that allows integration with the business communications needs of professionals and managers.

Key elements of the new system are pre-packaged, pre-tested, and ready to install. The new Distributed Office System brings powerful computing to company-wide business communications.

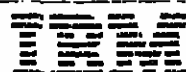
MEETING CUSTOMER NEEDS. At IBM we've always believed that we should offer a variety of solutions to meet the broad spectrum of our customers' needs.

The IBM Displaywriter, the 5520 and the IBM Distributed Office System are our newest products designed for different word processing requirements.

To find out more, post the coupon or ring Valerie Lindsell on Basingstoke (0256) 96144.

To: Valerie Lindsell, IBM United Kingdom Limited, Sales Information, PO Box 32, Alencon Link, Basingstoke RG21 1EJ. Please send me further information. Please ask a representative to call. I am interested in: IBM Displaywriter IBM 5520 IBM Distributed Office System

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
POSTCODE \_\_\_\_\_  
TELEPHONE \_\_\_\_\_  
POSITION \_\_\_\_\_



\*Excluding VAT

## IMPCON

### No other materials management system gives so much and asks so little

IMPCON is a real-time, computerised materials management system which includes a variety of discrete modules written in COBOL. And which has been developed by Cable & Wireless UK Services in response to the obvious needs of industry.

The need for total capability in inventory management and production control - without the need for skilled computer personnel.

The need for a high technology, low cost system - entry level only £40,000 which delivers genuine cost savings against alternative methods. And the need for a supplier with the resources of Cable & Wireless UK Services - who sell, install and ensure continuing maintenance of both the hardware and the software.

Ansafone is one leading company whose needs were met by IMPCON.

Now IMPCON enables them to define production and parts requirements against manufacturing estimates - with total accuracy. To reduce parts stockholding - thereby improving financial performance. To explode a bill of materials for each model down to component levels.

And to know when to order or cancel in relation to

build schedules. The bonus is the way the system is rapidly recovering its modest capital cost. IMPCON from Cable & Wireless UK Services could do the same for you. Mail the coupon and we'll tell you how. Precisely.

## Cable & Wireless

Cable & Wireless UK Services Ltd  
83 Blackfriars Road, LONDON SE1 8HA Tel: 01-633 9577

Show me how IMPCON could control and monitor our manufacturing process, while saving money.

Name \_\_\_\_\_ Title \_\_\_\_\_  
Company \_\_\_\_\_ Address \_\_\_\_\_  
Tel. No. \_\_\_\_\_





## Plan to aid the Third World with UK expertise and support

HIGH standards of ethics and practice must be applied to the computer profession if society is to be reassured that it is not threatened by advancing technology, said the new president of the British Computer Society, Frank Hooper last week.

Speaking after his inauguration at the BCS annual general meeting in Birmingham, Hooper said: "The use of microcomputers, word processors and the ultimate emergence of an electronic environment such as the automated office is fraught with danger. 'The technology is outstripping the capability of people to cope with its application with the degree of confidence and ability which the ordinary man on the Caphornian omnibus has been led to expect'."

He added that the need for privacy was causing great concern, and that all those working with computers should try to conform to codes and ethics of practice.

Hooper, a general manager's assistant at Barclays Bank with responsibilities including computer research and development, succeeded Julian Bogod of ICL.

Bogod announced he is taking six months' secondment from ICL to set up a project aimed at channelling UK computer expertise to selected Third World countries.

The meeting approved a 23% increase in membership fees from next May. This will increase the annual cost for a Member from £19 to £24.

LAST week the outgoing president of the BCS, Julian Bogod, unveiled the first practical details of a novel project: to channel UK computer expertise to selected Third World countries to the benefit of both recipients and British export figures.

He revealed he is taking a six-month secondment from ICL to work out how to apply proposals he made in a BCS lecture last year. These envisaged a special council being set up in link the industry, the BCS, the universities and various other national bodies with a particular country which needed both the power of computers and the help in building its own computer base.

Bogod has some insight into how such a council might work. In January he was in Egypt for ICL organising a conference for the country's NCC.

There he met the project manager hired by the United Nations to assist the Egyptian Foreign Ministry to computerise all its diplomatic documentation. The country had drawn on DP aid allocated to it by the international community via the UN, and the project manager's job was to identify those companies worldwide which could assist the Egyptians in building their own store, record and retrieval system.

"The upshot was that the manager asked the UN for Bogod's help, the UN contacted him, and he found the people in the UK industry who could provide it. Among them were a private consultancy, hardware suppliers and the British Library (which has extensive experience of microform records).

Computer aid to developing countries is usually channelled either through UN agencies, or distributed bilaterally.

Both types have their drawbacks. Countries are usually interested in supplying turnkey systems, which Bogod points out do little to help the recipient plan strategy for the introduction of computers across its economy, and still less for the development of the right expertise across a sufficiently large number of local people.

Aid from the UN is, in turn, exceedingly difficult for a developing country to organise. As Bogod says: "I don't know anyone who knows how [UN agencies] work. They say they work one way, but they don't."

### Discredited

Another channel is via the intergovernmental Bureau for Informatics, but this lacks the backing of crucial states (the UK, West Germany and the US, for example) and is widely discredited for being too political.

Bogod does not reject any of these methods - indeed his job in seeking to establish a co-ordinating body for the UK industry will involve establishing contact with UN agencies, the IBF and the like.

But he does feel there is a need for a body in Britain which will take the initiative in giving computer aid. The government has the right long-term approach but is not equipped to take the lead, he says, while companies are driven by short-term profit motives. Indeed it was a crucial part of his proposal last year, for a body he called the Council for the Appli-

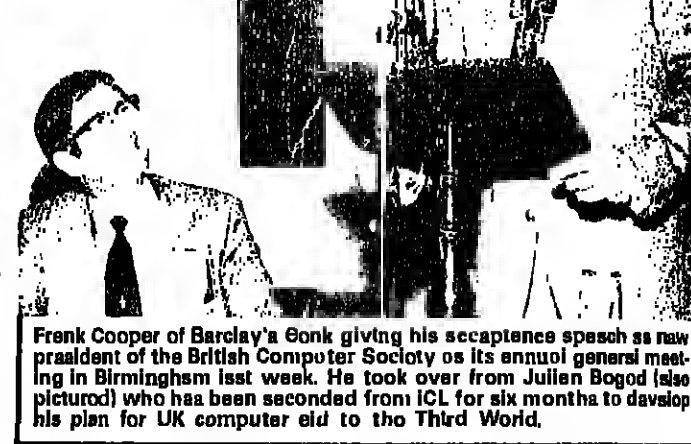
cation of Computer Technology for Development, that it should have interests wider than trade. He believes strongly that the gap between rich and poor parts of the world - the North/South divide - must be bridged. And he is adamant that a council like the one he proposed, which he suggested should be under the auspices of the BCS, must clearly reflect these sentiments to have any chance of success.

This will be when (if) it is established. For the next six months, Bogod is charged with writing a report for the Department of Industry on how such a scheme might work and how much it would cost. He must also start knitting together the myriad bodies within government, the UN and other international agencies, the industry, and elsewhere which might have a part to play.

At the end of six months he hopes to have pledges of support from the industry, understood how aid might be co-ordinated through some central agency (which he now feels need not be quite so quango-like as his earlier Council for the Application of Computer, etc) and made a start on identifying which countries would most benefit from its assistance.

He is almost uniquely qualified within the UK industry to do this. As strategic marketing manager within ICL's former international division he has the right international experience. Outside ICL the industry has limited links with the Third World in supplying hardware, he notes, and very little in software.

As president of the BCS over the



Frank Cooper of Barclays Bank giving his acceptance speech as new president of the British Computer Society at its annual general meeting in Birmingham last week. He took over from Julian Bogod (see picture) who has been seconded from ICL for six months to develop his plan for UK computer aid to the Third World.

last year he has also helped found the similarly independent Nigerian equivalent, the Computer Association of Nigeria. It is the latest in a stream of like bodies (usually within the Commonwealth) helped in this way. And he now has experience of a real project in Egypt.

So far support has been forthcoming. Apart from his salary, ICL is also meeting a portion of his travelling costs. The Department of Industry has clipped in with £2,000 towards travel, and the BCS is providing an office with secretarial services.

If everything goes smoothly and the new aid body is set up, then Bogod currently envisages it working something like this:

1. Identify countries needing assistance (probably from the Commonwealth though not necessarily);
2. Identify the specific assistance needed and allay suspicions of purely commercial motives;
3. Interface with both national and domestic aid donors; then give support services of a general kind, like help with training, etc.

What it should then develop in the UK, says Bogod, is a variety of "skill-banks" - those companies and individuals which can supply particular assistance. That should make it easier for other recipient countries to be introduced and given the right type of support.

Before then, however, a variety of people and institutions has to be convinced of the project's worth. They include the government.

This week he is at IFIP in Melbourne, taking the first steps with those international contacts he believes essential to the project's success. When he returns he will be looking for promises of help within the UK. He is determined to get them for what, last year, he characterised as "an unambiguous case for the establishment of a major UK initiative in support of the developing countries and their attempts to narrow the computing gap."

Last week Tokyo was the first city outside the US and Europe to play host to the world congress of the International Federation of Information Processing Societies (IFIP). As a location it was a disappointment only in that the conference and exhibition facilities were hardly any different from any well-run conference event in the West.

There was very little in the way of oriental exotica, apart from self-conscious Japanese cultural offerings, and the Sunshine City shopping, hotel, cultural and conference centre where the Tokyo event was staged was virtually indistinguishable from the concrete and glass Palais des Congrès in Paris which will accommodate IFIP in 1983.

The conference papers were printed in English only and all the conference sessions were in English, even when the speaker and most of the audience were Japanese. Thus the dominance of English as the international language of information technology was thoroughly underlined.

KEITH JONES attended IFIP 80 and reports here on some of the sessions.

## Cool look at DBMS experience

A PANEL session on very large databases in the 1980s was dominated by a discussion on the acceptability of database management systems in general. The main subject matter was a report just completed for the EEC Commission and for the four biggest member countries, which includes a survey of user experiences.

The survey showed that users were not all certain that a database

management system was the best approach to information handling, and also revealed that users had enjoyed no significant reduction in development and maintenance costs by setting up a DBMS.

Data sharing, supposedly one of the big attractions of a DBMS, was only practised at about a third of the sites that the survey looked at, and the practice was found to be virtually non-existent in manufacturing companies, where the various departments jealously guarded their own data.

### Unrealistic

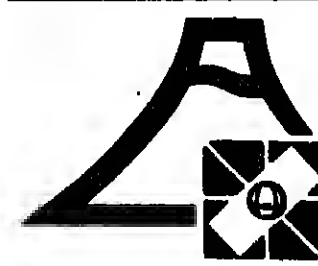
Indeed, one of the main conclusions to be drawn from this report is that an all-embracing DBMS, providing a pool of data which can be dipped into by all departments in an organisation, is an unrealistic concept and simply does not work.

Databases were found by the survey to have had very little effect on the structure of a big organisation, and the database administration

tor, where he existed, always reported to a manager in the DP department - no higher than that.

A survey of Australian DBMS users, also discussed at the panel session, revealed that DBMS systems were being widely used - but not as databases. Users were more interested in the facilities provided by the DBMS for program development, online processing, file back-up and recovery.

The European survey was carried out jointly by the UK National Computing Centre, and GND to West Germany, Inria in France, and CAR in Italy.



IFIP TOKYO

## System to help in dialogue management

THE dialogue generation and management system DGMS helps create and execute that part of an application which sends and receives data from terminals. This is how Eric Carlson of IBM's San Jose research laboratory defined an experimental system intended to aid the applications programmer with dialogue management in the way that a DBMS aids file management.

Carlson discussed the survey carried out by the San Jose laboratory which found that, on average, 60% of code in interactive applications programs was for dialogue management. The average number of lines of code was a daunting 17,500.

## COMMENT

FOR those Western visitors who speak Japanese or who possess a sound understanding of the Kanji characters that make up most Japanese written material, an exhibition that accompanied IFIP 80 in Tokyo last week may have been more useful than it proved to be for many delegates.

Japanese firms accounted for the majority of exhibitors and most of them were able to offer little or no promotional material or documentation written in English, or other Western languages.

To make things worse, few of the exhibitors had a member of staff with a sufficiently strong command of English to make explanations and descriptions any better than painfully slow and confusing.

But the show's lack of Western appeal was not too surprising given that it was the latest in a series of events held in October every year that have always been aimed at the home market.

Appropriately the most significant new development promoted heavily at the exhibition was the replacement of words in roman letters on word processors and terminals with Kanji characters. Most Japanese dislike, or simply cannot read, Japanese words spelled out in Roman letters, and many have never fully accepted the equivalent

Japanese grammatical alphabet. Using Kanji the typical alphanumeric keyboard is replaced by a touch-sensitive tablet imprinted with several thousand characters.

Nippon Electric considers that the 3,500 most commonly used characters are enough for its new word processor, while Hitachi is offering up to 8,000 on Kels - its own Kanji processor for main-frame interaction.

Hitachi's arch-competitor Fujitsu got to first with the Kanji processor JBF-Japanese language Extended Feature - which it introduced last year and JBF was made the overriding theme of Fujitsu's extensive and diverse exhibits at the show.

But Western system suppliers would be unwise to dismiss Kanji processing as being of no more than local interest. Basically the same characters are used by the Chinese - a potentially enormous market. The Japanese are obviously trying to claim that country for their own by offering Chinese customers Kanji processing from the word "go".

Moreover, the software techniques developed for processing in Kanji could be adapted to processing Arabic characters. So the oil-rich, technology-hungry Middle East could also fall into Japanese hands before long.

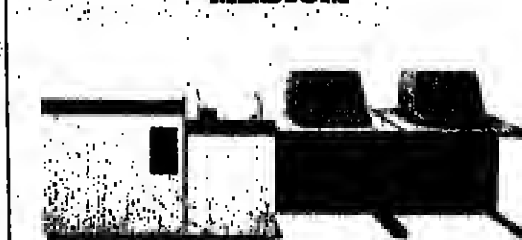
# Every computer Wang sells is a perfect fit.

### SMALL



Our small business computer product family ranges from the desk top PDS III and 2200 SVP to the multi-user 2200 LVP and 2200 UVP.

### MEDIUM



Our expandable family of interactive (VS) computers is easy to program and can perform word processing functions.

### LARGE



Our VS 100 offers big computer power with the easy-to-use features of the VS family. It accommodates up to 256 devices.

Whether you're buying your first computer or moving up, you shouldn't have to settle for a general-purpose answer. With Wang, you don't.

From our 2200 series of small business computers to our powerful VS computer family, every Wang system is designed to be specifically tailored - in hardware and software - to do exactly what you need done. From simple bookkeeping to large-scale data processing.

And no matter what Wang system you start with, you can expand easily and affordably, from the smallest to the largest model in the line. And full software compatibility within each product family protects your software investment.

So instead of settling for a computer that's just right for

everybody, call Wang. And get a computer that's just right for you.

Wang (UK) Limited, Wang House, 100 George Street, London, W1, United Kingdom. Tel.: (01) 486-0200.

I'm interested in a fitting. Tell me more. 10P1 10/0110180

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Organization \_\_\_\_\_  
Address \_\_\_\_\_  
Telephone \_\_\_\_\_  
Send to: Wang (UK) Limited, Wang House, 100 George St., London, W1, United Kingdom.

WANG

Making the world more productive.



## COMPANY NEWS

## City knocks ICL down to 150p

AFTER being poised to break through the 200 pence barrier — equivalent to 800 pence before the loss for one split earlier this year — ICL shares have taken a hammering on the Stock Exchange over the past two weeks, tumbling in the 150 pence mark.

Reasons for the fall are threefold. Electronics started to look shaky following the outbreak of the Iran-Iraq war. There are plenty of institutions sitting on satisfactory profits from ICL shares.

And a distinctly bearish broker's note on the company tipped the balance decisively.

The note came from Graham Meek of London and Edinburgh stockbrokers Wood Mackenzie.

He is forecasting a fall in pre-tax profits from last year's £45 million to about £42.5 million, and sees them recovering only to £46 million in the current year. The

results for 1979-80 will be announced in December.

## Softening

Commenting that he noted on July 18 that there had been a marked softening in the UK computer market from early June, Meek states that the weak trend has been confirmed in recent weeks, and additional negative factors have emerged in the meantime.

"The growth in order bookings has slowed even more seriously than was apparent three months ago."

"This has been despite the evident initial success of the ME29," he adds, noting that the main impact will be seen in 1980-81.

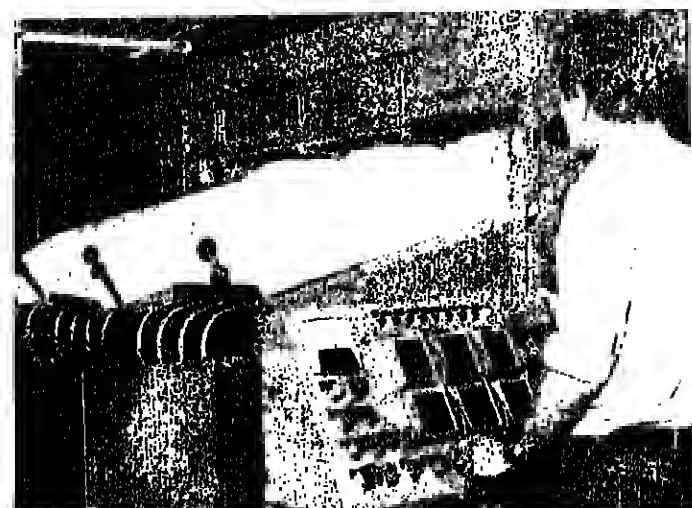
The costs of setting up marketing of the ME29, and of investing in ICL fac in the US, coupled with pressure on margins from the high value of sterling, will impact

profits, he believes.

He also detects a small but significant trend among customers away from purchase and towards rental, both home and overseas. If it is handled by ICL direct, it will lead to an increase in depreciation and interest charges, he says, while if it goes through Computer Leasing Ltd, to a sharp rise in repurchase provisions.

At the end of July, managing director Dr Chris Wilson commented to Computer Weekly that he kept telling investors how difficult things were going — "but the shared keep going up", he said.

On the marketing front, ME29 sales, notably in France, are way beyond forecast and budget. It was the VME/B operating system and the teleprocessing software, both areas where ICL has been more than usually criticised, which got the plaudits at the meeting.



ACCORDING to company blurb this three web press "can run at speeds of up to 1,600 last per minute". Not quite Olympic standard, but what it also does, that Ovat, Coe and Wells can't do, is produce 200,000 business forms every hour.

The Standard Check Book company of Middemer Norton has recently installed the US built Paper Converting Machine equipment at a cost of £200,000. The money was spent in order to expend a 25% share of the UK listing paper market.

## Threat to insurance job

EMPLOYEES of the insurance industry are getting worried about the increasing use of computers in their area and especially the invasion of the micro.

Several large companies are negotiating agreements with their staff on the microtechnology along the lines advised by the white collar union ASTMS. Norwich Union, Royal Liver, and General Accident have already reached agreement and others are still sorting out the details.

Ernest Lesbirel of NFU Avon and Mutual Insurance explained the concern of insurance workers: "We rely on personal service in this business. But when someone can get a quotation at the flick of a switch what happens to our jobs?"

## Tandem aims for \$200m turnover

FALL-sale mini-maker Tandem is targeting a \$200 million turnover for the financial year which started October 1. Its provisional figures for 1979-80 are not out, but should show a profitable turnover of about \$105 million.

Tandem remains a one-product company, but is so far ahead of the rest of the field that its situation looks safe for the short and medium term: Digital Equipment announced a dual processor version of the PDP 11/70 in the US months ago. Called the PDP 11/74, it was withdrawn shortly afterwards.

There are two alternative multiprocessor minicomputer systems and both are European one comes from French mini-maker SIEM, which has devised a way of interconnecting its Solar minis, and the other comes from Ferranti.

However, both systems suffer from the fact that they were designed as alterthoughts, whereas Tandem set out to design a full-scale multiprocessor system with a single copy of the operating system.

## Designed

Tandem also designed the software first and then designed suitable hardware to run it; the success of other companies like Prime which started with software suggests that this is the ideal approach.

This has not prevented Tandem being locked in a fierce battle with Ferranti for an important UK Post Office order.

The Ferranti solution, called Argus 700 Series 2, is said to be more flexible system than a microprocessor power than a microprocessor system, allowing up to three of the small 700F minis to be attached to one of the large 700G minis via the memory bus.

Tandem's biggest customer is the New York Stock Exchange, which has 40 processors configured in several different systems.

## Gandalf signs two distributors

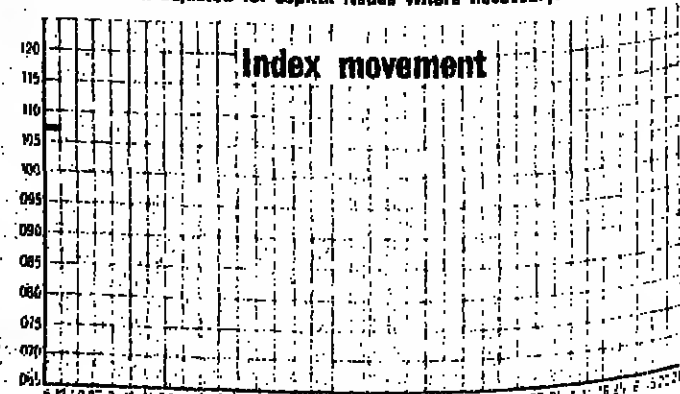
CANADIAN data communications manufacturer Gandalf has signed up distributors in Saudi Arabia and Greece and expects the deals to earn it \$100,000 in the first year. The Saudi Arabian agent is Mesco, based in Riyadh.

The Greek agent, Digico, which has previously been selling digital watches, is based in Athens and has no connection with the UK minicomputer maker Digico, which sells its products in Greece through its agent American Technical Enterprises, using the Digico name.

## CW SHARES TABLE

Index 104.42 Change: 2.18				US Stocks			
Pence		Price/C'age		Price		Change	
1980	Low	High	Low	1980	Low	High	Low
815	235	240	235	20	11	12	11
816	235	240	235	20	11	12	11
817	235	240	235	20	11	12	11
818	235	240	235	20	11	12	11
819	235	240	235	20	11	12	11
820	235	240	235	20	11	12	11
821	235	240	235	20	11	12	11
822	235	240	235	20	11	12	11
823	235	240	235	20	11	12	11
824	235	240	235	20	11	12	11
825	235	240	235	20	11	12	11
826	235	240	235	20	11	12	11
827	235	240	235	20	11	12	11
828	235	240	235	20	11	12	11
829	235	240	235	20	11	12	11
830	235	240	235	20	11	12	11
831	235	240	235	20	11	12	11
832	235	240	235	20	11	12	11
833	235	240	235	20	11	12	11
834	235	240	235	20	11	12	11
835	235	240	235	20	11	12	11
836	235	240	235	20	11	12	11
837	235	240	235	20	11	12	11
838	235	240	235	20	11	12	11
839	235	240	235	20	11	12	11
840	235	240	235	20	11	12	11
841	235	240	235	20	11	12	11
842	235	240	235	20	11	12	11
843	235	240	235	20	11	12	11
844	235	240	235	20	11	12	11
845	235	240	235	20	11	12	11
846	235	240	235	20	11	12	11
847	235	240	235	20	11	12	11
848	235	240	235	20	11	12	11
849	235	240	235	20	11	12	11
850	235	240	235	20	11	12	11
851	235	240	235	20	11	12	11
852	235	240	235	20	11	12	11
853	235	240	235	20	11	12	11
854	235	240	235	20	11	12	11
855	235	240	235	20	11	12	11
856	235	240	235	20	11	12	11
857	235	240	235	20	11	12	11
858	235	240	235	20	11	12	11
859	235	240	235	20	11	12	11
860	235	240	235	20	11	12	11
861	235	240	235	20	11	12	11
862	235	240	235	20	11	12	11
863	235	240	235	20	11	12	11
864	235	240	235	20	11	12	11
865	235	240	235	20	11	12	11
866	235	240	235	20	11	12	11
867	235	240	235	20	11	12	11
868	235	240	235	20	11	12	11
869	235	240	235	20	11	12	11
870	235	240	235	20	11	12	11
871	235	240	235	20	11	12	11
872	235	240	235	20	11	12	11
873	235	240	235	20	11	12	11
874	235	240	235	20	11	12	11
875	235	240	235	20	11	12	11
876	235	240	235	20	11	12	11
877	235	240	235	20	11	12	11
878	235	240	235	20	11	12	11
879	235	240	235	20	11	12	11
880	235	240	235	20	11	12	11
881	235	240	235	20	11	12	11
882	235	240	235	20	11	12	11
883	235	240	235	20	11	12	11
884	235	240	235	20	11	12	11
885	235	240	235	20	11	12	11
886	235	240	235	20	11	12	11
887	235	240	235	20	11	12	11
888	235	240	235	20	11	12	11
889	235	240	235	20	11	12	11
890	235	240	235	20	11	12	11
891	235	240	235	20	11	12	11
892	235	240	235	20	11	12	11
893	235	240	235	20	11	12	11
894	235	240	235	20	11	12	11
895	235	240	235	20	11	12	11
896	235	240	235	20	11	12	11
897	235	240	235	20	11	12	11
898	235	240	235	20	11	12	11
899	235	240	235	20	11	12	11
900	235	240	235	20	11	12	11

The table shows the closing prices in London on Friday and in America on Thursday. The share index is based on the prices of the UK companies in the table. High and Low have been adjusted for capital issues where necessary.



## The verbs of the method 'language'

Section 1 — Part 3  
of our series describing a systems development methodology

THE previous article in the series discussed entity types and how to determine them. In this article relationships between entity types will be discussed and the results of the last stage used to determine what relationship types are present.

Relationship types  
A relationship is "an association between two or more entities which is of interest to the enterprise".

Anything that asserts or affirms a connection between two or more entities may be thought of as a relationship. The associated entities may be of one or two types, but not more than two.

A relationship type comprises "all the relationship occurrences which fit a given definition".

An example is given in Figure 1 using the hospital system introduced in the previous example.

The relationship type is "Patient has undergone Operation(s)", where patient and operation are the two entity types described in the association.

A relationship type does not denote direction. If one were to draw a parallel between relationship types and language, the relationship type would be the verb and the two entity types the subject and predicate nominative noun. In longhand these are reversible using a different verb construct (active and passive). In other words we could just as easily have reversed the relationship type to read "Operation has been undergone by Patient". The example in Figure 1 is that of a one to

many relationship type. One patient can have many operations but the converse cannot be true — one operation cannot have been undergone by many patients. The symbol used to denote one to many relationship types is 1:N.

Many to many. Many entities of one entity type may have that relationship type with many entities of another or the same entity type. The example in Figure 2 includes a many to many relationship type as one doctor works with many doctors who in turn could work with many other doctors. The symbol used in this case is M:N.

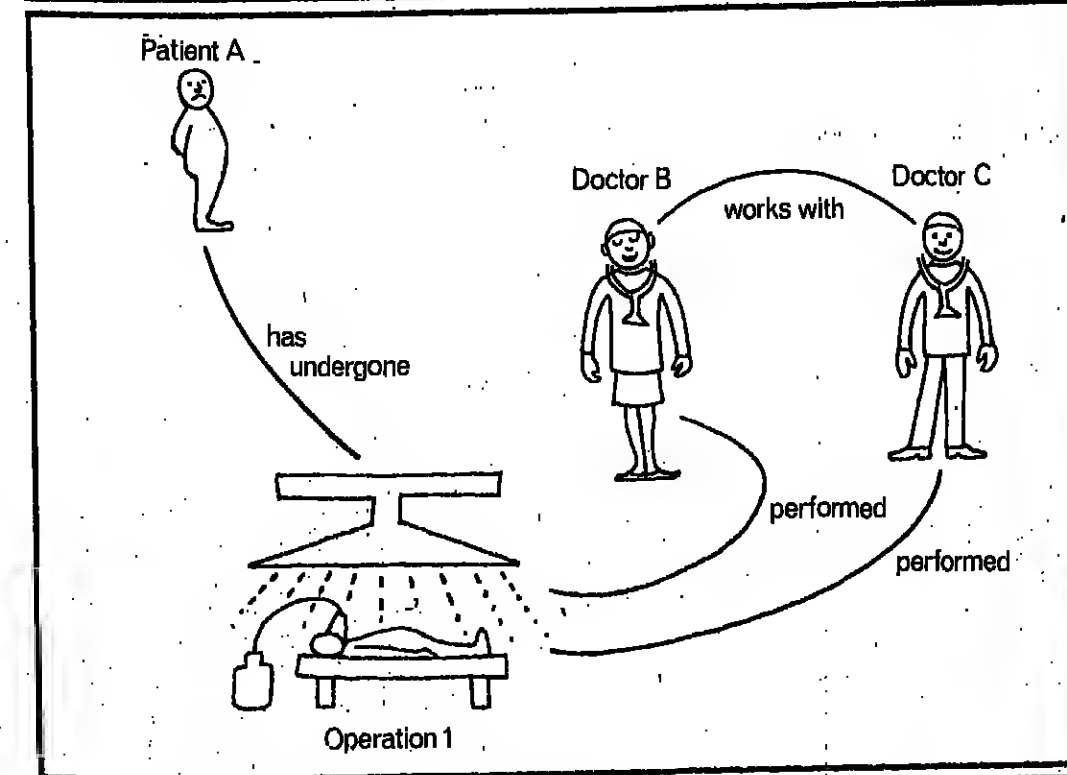
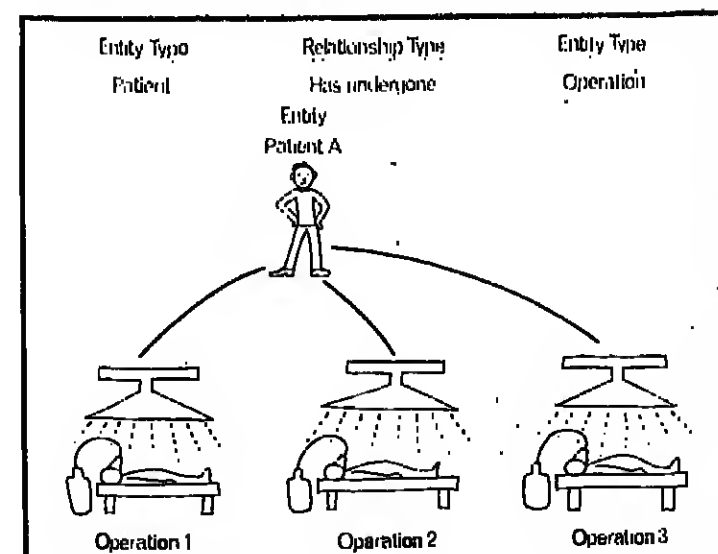
The vast majority of relationships are of degree one to many. It is useful to distinguish between the single entity, which is termed the owner of the relationship, and the other entities, which are known as the members of the relationship. For example, in Figure 1 Patient A is the owner of the "has undergone" relationship and Operation 1, Operation 2 and Operation 3 are its members.

Denoting relationship types  
In order to determine relationship types, the entity types found in the first stage are used. Figure 4 describes the hospital example and lists the entity types which were found.

Each of the entity types is paired, and the following questions asked:  
1. Is the resultant pairing meaningful, ie can one ask a meaningful question about it? The description of the enterprise will help with this.  
2. Could it describe structure, sequence, content or any other association?

Figure 1. This example shows one relationship (occurrence) of the type "Patient has undergone Operation" which describes the fact that Patient A has undergone Operations 1, 2 and 3.

Figure 2. Patient A has undergone Operation 1 performed by Doctor B and Doctor C. Doctor B works with Doctor C.



3. What is the degree?  
In order to determine the degree ask the questions:  
1. Can an entity of type A be related to more than one entity of type B?  
2. Can an entity of type B be related to more than one entity of type A?

If the answer to both questions is no, the relationship type is 1:1. If the answer to one question is yes and the other no, the relationship type is 1:N, and if the answer to both questions is yes, the relationship type is M:N.

Obviously, at this stage, the users would provide information as to whether the pairing had any meaning or use. It is not suggested that this is a solitary academic task. A grid is a useful method of summarising the

The hospital deals with patients on an appointment system. The patient must make an appointment for a clinic session held at one of the hospital's clinics. The doctors are then allocated one or more appointments within a clinic session, but only one doctor will be present at the appointment. If a patient attends for an operation, it is scheduled and allocated to a theatre session in one of the hospital's operating theatres.

Figure 4. The entity types (shown in bold type) that are found in a hospital.

## DATA ANALYSIS

by Ian Palmer and Rosemary Rock-Evans

results of this stage. Figure 5 shows some of the relationship types we might have found in the hospital example.

In this article the basic concepts of relationship type and degree have been described, with some guidelines on how they are determined.

In the next article entity models will be introduced as a way of pictorially representing the three concepts which have been discussed so far — those of relationship types, entity types and degree.

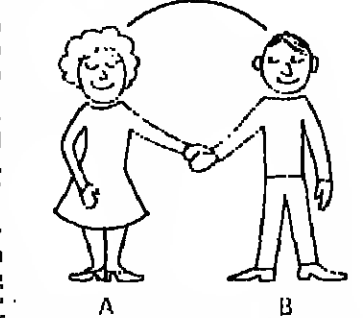


Figure 3. One to one 1:1. Relationship type "is married to". Patient A is married to Patient B.

	Hospital	Patient	Appointment	Clinic Session	Hospital Clinic	Doctor	Operation	Theatre Session	Operating Theatre
Hospital		1			7				
Patient			2						
Appointment				6					
Clinic Session					3				
Hospital Clinic						4			
Doctor							5		
Operation								6	
Theatre Session									7
Operating Theatre									

Figure 5. Some of the relationship types that may be found in the hospital example.

## Twelve fascinating reasons to visit the Canadian stand.

## COMPEC'80

Twelve outstanding and innovative companies will be participating in the Canadian Government stand at the Compec '80 exhibition. We're very excited about the new computers, new terminals and new concepts we've got to show, so drop by and share in the enthusiasm. If that enthusiasm leads to an interest to purchase, you'll be pleased to know we have offices and agents right here in Europe to serve you. They'll tell you our field tested equipment and systems are completely plug compatible and delivery is as simple as a six hour air flight. See you at the show!

CANADA.  
WHERE TECHNOLOGY HAS BECOME  
A NATURAL RESOURCE.

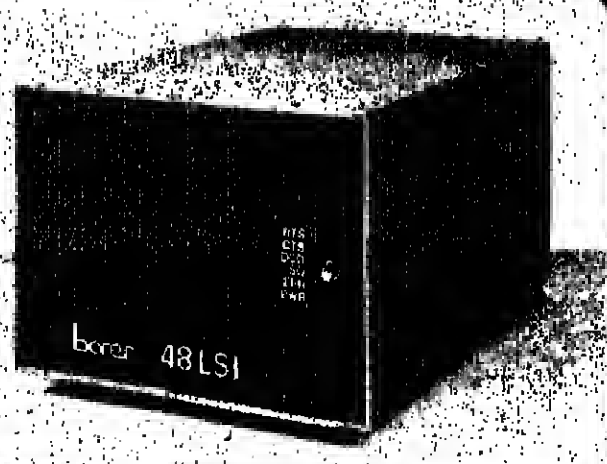
Government of Canada  
Industry, Trade and Commerce  
Exposition 80  
Exposition 80  
Exposition 80

Canada

Borer Electronics Limited  
the British manufacturers of  
Data Transmission Equipment  
...both low and high speed modems  
and suppliers of multiplexors.

IMMEDIATE DELIVERY

- Exceptional performance
- Remote test option
- Automatic equalisation
- Microprocessor based LSI technology





# COMMUNICATIONS

## X25 standard can encourage multi-vendor compatibility

IN the early 1960s — with the computer industry typified by expensive, mainframe batch-oriented systems — significant data communications requirements arose as the use of centralised resources increased the need for data transport.

Remote Job Entry (RJE) methods developed to simplify and speed data entry into a central computer, to improve the currency of file information and data security, and to allow output of results within user departments via data entry/printing terminals.

In parallel, developments were going on in real time communications for demand-responsive systems in airline and defence-oriented environments. Thus, several highly specialised user-specific, high cost communications networks evolved.

The same protection of data, addressing mechanisms and status monitoring is required in long distance data transmission as are provided in control hardware for local memory and device utilisation.

However, because of line interference, fluctuation of signals and line failures, data transmission demands more complex control mechanisms. Basic mode protocols were developed by computer manufacturers to handle error control, data flow and addressing between computers.

The most widely used of these is binary synchronous line control protocol (BSC) and its derivatives. Adding control characters to denote the start and end of each data block, plus a cyclic redundancy check error control character, enables the communication between the two nodes to be synchronised and protects data as it traverses the line.

### Adequate

Transmission and receipt is achieved by handshaking. Transmission of a block of data is considered complete only when the receiving node gives a positive acknowledgement.

Otherwise, retransmission is repeated until a specified number of retries has occurred or the limit of a timeout mechanism is reached, thus passing control to other error handling routines.

BSC is adequate for batch processing over a standard telephone line at 2,400 bps or over a leased line, offering higher speed, and a better quality transmission, at up to 9,600 bps.

Specialised links can support up to 36K-bps.

BSC was extended to support multi-point communication over leased lines using multidrop techniques.

Adding an address mechanism to the protocol and sharing a leased connection among several terminals, improves line utilisation. The master computer polls the remote devices for requests for service or transmission, or selects appropriate devices if it has data to send or requires information.

This technique enabled the cost of a leased line to be spread over several locations and began to address the requirements of interactive communications.

Over time BSC was further improved by the addition of interleaving techniques to allow messages to be transmitted simultaneously over the same line and in both directions.

These techniques led to a distinct logical network architecture evolving by default. The relationship is between one master and several slaves, usually dumb terminals. The slaves must wait to be polled or selected before any transmission activity takes place and the slaves cannot intercommunicate other than via the master.

Line utilisation can also be inefficient where one slave system is more active than the others. Some of these problems were alleviated, but not without increased mainframe software overhead, through dynamic priority and queueing mechanisms.

All processing and system software is resident in the host computer. The greater the communications activity, the more complex and costly is the software overhead to improve response and line utilisation.

### Low cost

The hierarchical network comprises computer elements of different sizes and capabilities according to functional requirements at each node. Essentially, however, communication is physically between pairs of computers.

Minicomputer networks have evolved somewhat differently. At first used in process control environments, the mini was later recognised as a low cost alternative to centralised facilities to reduce the need for data transmission activity, and thus the cost.

Early systems based on independent stand-alone processors, later distributed access locally via terminals in user departments, interactive computing was available locally, and later consolidated information could be transmitted as batches to a central machine using RJE links.

Since the basic mode protocols were developed independently by a variety of vendors, software interfaces had to be incorporated to make data from the remote computer compatible with the protocol of the mainframe.

IBM as the industry leader, had created de facto standards such as Hesp, 2780 and 3780 in protocols. Many computer vendors thus offered communication with IBM hosts, usually by emulation of IBM terminal controllers.

### Less overhead

This distributed approach to data processing was, however, favoured over totally centralised processing because, through new technology, it was possible to buy a mini and its peripherals for the same price as a cluster of dumb terminals and its controller.

It also allowed a smaller central machine to be implemented, decreasing the software overhead, and to reduce the use, and thus cost, of transmission lines.

Local databases could be maintained where the information was most needed, reducing contention for access in a geographically dispersed organisation, with local control over data elements.

Typically, minicomputer networks have adopted star or ring-switched approaches to network

architecture. The star network is similar to the hierarchical relationship, but has several independent nodes on the same level which share central resources directly. The ring-switched network is configuration independent and there is no master.

Thus, approaches to network architecture have diverged as two major approaches, hierarchical and peer-coupled networks — the latter extends ring-switching to allow all nodes to intercommunicate directly.

The prime example of a hierarchical network is IBM's Systems Network Architecture (SNA). IBM introduced SNA as a common support system for a communications network which is now the framework for communications between all IBM hardware and software products.

It does provide for hardware independence of applications and less mainframe load by making controllers and front ends work harder.

Nodes can share lines and network resources, but, in general, no node can address another directly. It must go via the next level up and back again.

The overall superstructure is still based on the control of a centralised machine, with lessening intelligence down the node tree. The host overhead is still huge and most of the processing work is done on it.

### Spending more

Because SNA is vendor-specific, like Hesp and other IBM protocols before it, it essentially cuts out the interfacing of other vendors' systems unless user software is added for IBM terminal emulation.

SNA commits users to spending more on data processing, involving increased equipment budgets for added mainframe resources, bigger communications controllers, synchronous modems and upgrading of terminals to be compatible with SDLC, the SNA protocol.

Simpler and cheaper solutions are available with minicomputers and there are enough now working in distributed environments to resist de facto standards, particularly

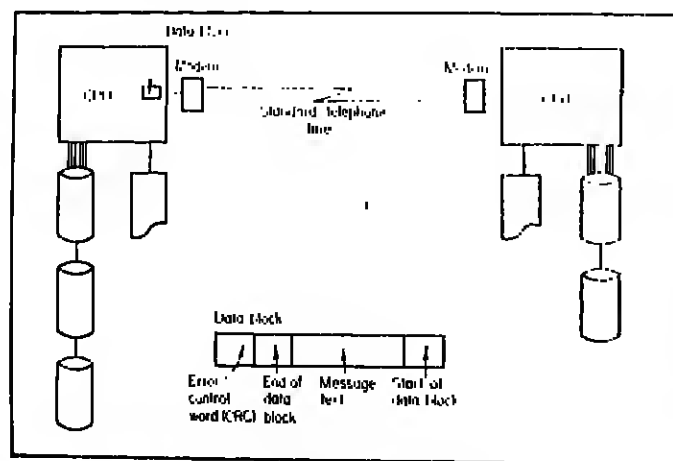


Figure 1. Basic BSC point-to-point transmission.

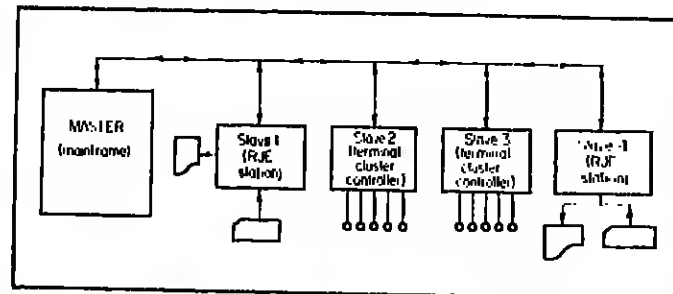


Figure 2. Multidrop BSC transmission.

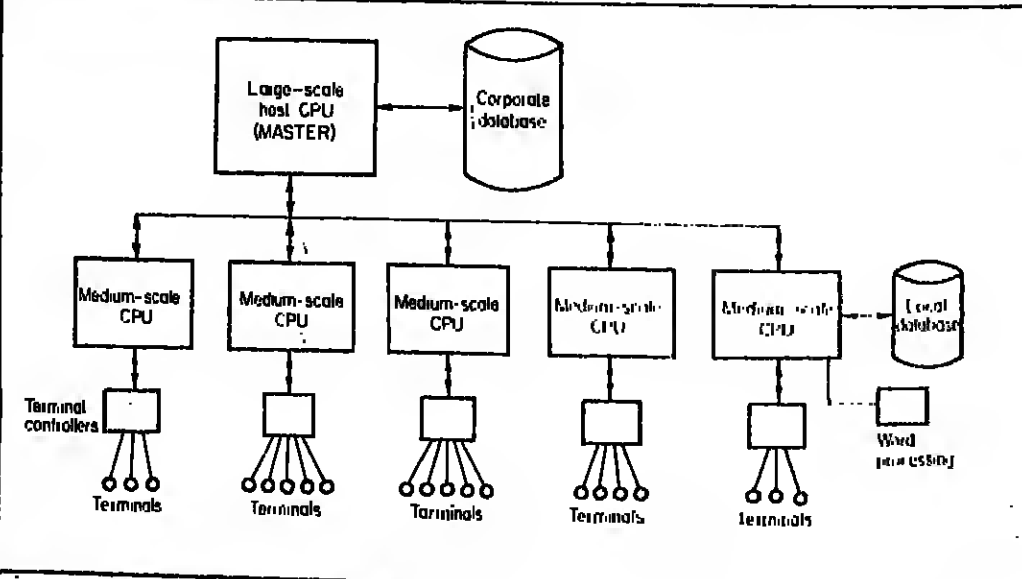


Figure 3. Hierarchical network-based structure.

in the light of large scale public network services based on the standard X25 packet switching protocol.

SNA is an obvious recognition of the growth of distributed processing. As the industry leader, it was natural for IBM to assume that SNA would set another de facto standard. However, this networking product has evolved in parallel with the CCITT packet switching standardisation programme.

Although SNA uses packet switching techniques, it does not conform to the internationally accepted X25 standard protocol for the public networks which are far more suited to distributed data processing environments.

This means, for the moment, SNA users must continue to use private line facilities or add further to their hardware costs and overhead by adding "black box"

### Discipline

This approach to networking actively encourages mixed vendor networks. Their interconnection requires discipline in protocol, routing techniques and the organisation of the network.

This now exists through the X25 internationally accepted packet switching standard and the public data networks which use these techniques.

Before now, there were few methods of coupling minicomputers together. Public data networks (PDNs) incorporate physical control of data transmission in the network itself.

They keep user complexity to a minimum. Acting as a standard interface between nodes, they are thus transparent to the user.

The PDN is essentially a black box. To the user it looks like a direct connection to his correspondent — his own network. It is a virtual circuit connection, established by a leased link into the nearest node of a multi-user network.

Since X25 supports concurrent

Network architecture is here to stay and according to David Gilbert has a flexible future, thanks to the X25 standard. Gilbert believes that X25 can encourage multi-vendor compatibility with levels of X25 software allowing file transfer and full distributed databases.

The major benefit will be a significant distribution of costs fairly, based almost entirely on resource usage both in the network and at its nodes.

Gilbert is a systems consultant with Data General based at Hounslow.

In the second feature which starts on page 22, Ernst Weiss, chairman of Intug, the International Telecommunications User Group, looks at the problems facing his group in dealing with the CCITT.

He suggests strongly that the days of imposing communications policy without reference to users and manufacturers are over. Weiss is telecoms manager at John Deere & Co.

## Major benefit in sharing costs fairly based on use of resources

From page 20

ble common carrier networks to be developed.

As a shared communications network, the cost of its use had to be based upon traffic, it had to protect against transmission failures and support an enormous variety of user nodes operating at different speeds.

It would involve a network linking all major national cities and other national networks by high speed telephone links and switching centres to handle multiple lines and alternative routing.

### Controlled

The X25 packet switching protocol has become the standard for controlling such networks. Data is transmitted in self-contained blocks of a controlled format and length.

These packets are the logical units of data in the network. In a packet switched network, the packets are routed automatically, over whichever path is available, from one user node through various internal switching exchanges until it reaches the destination user node.

The network uses interconnecting circuits to interconnect packets from a variety of user nodes in the time divisions between packets transmitted from other user streams of data.

Thus, under-utilised, low capacity connections can be replaced by a single high-capacity connection. Low speed nodes can transmit simultaneously, their packets interleaved as a high speed stream of data.

This significantly improves and simplifies the use of communications channels and controls hardware and software at the nodes of the user network. Data

arrives at its destination in a standard format and in the proper sequence.

Error control is handled by CRC checks and other mechanisms carried out at consecutive switching exchanges and the receiving node.

If errors are detected, the packet is retransmitted automatically. With packet switching, routing is varied dynamically to allow for load conditions in the intervening network nodes. Automatic routing also protects data when poor transmission or line failures inhibit a certain route.

X25-based networks employ extensions which allow standard asynchronous terminals to connect to remote computers. Packet Assembly/Disassembly (PAD) routines at the switching exchange to which the terminal is connected, convert character data to be compatible with packet transmission over the high speed lines.

In this type of network, closed or partially closed user groups can operate. Access is restricted to members of the user network or certain named public network subscribers.

### Cheaper

The X25 standard and its extension into public networks such as the UK Packet Switched Service, the French Transpac and the private networks Telenet and Tymnet in the US and Datapac in Canada will attract users away from costly private circuit switched networks.

Leased lines are not attractive from the suppliers' viewpoint either. They are costly to implement and not easily maintained. These costs are growing and it is this that will attract users to the cheaper public network services.

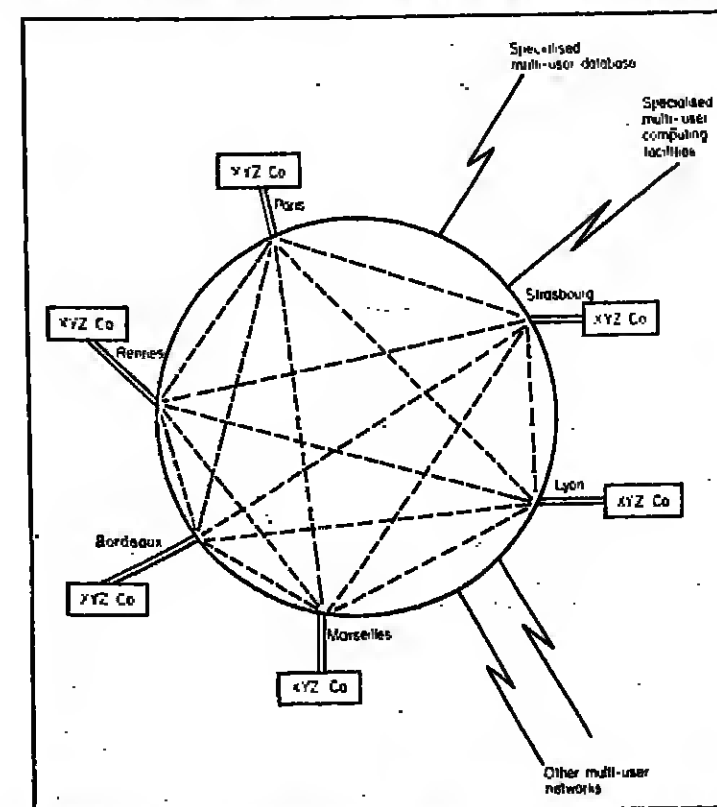


Figure 5. An X25 packet switched public data network such as Transpac.



### PRESENTING THE SYSTEM 20

A new low-cost desktop computer system with 64K of main memory and twin floppy disks (571K bytes data each). Expandable: with two extra floppy drives or a fixed hard disk of either 13.7 or 27.4 megabytes of data.

Backed by a flexible range of software and a Nationwide Maintenance Service.

FOR A DEMONSTRATION OF SYSTEM 20 CONTACT: The Sales Office, Engineering Division, The Exchange Telegraph Company Limited, 73/75 Scrutton Street, London EC2A 4TA. Telephone: 01-739 2041 Telex: 27595.

# COMMUNICATIONS

by David Gilbert



The X25 standard alone is perhaps enough to encourage multi-vendor compatibility, with levels of X25 software allowing file transfer, full distributed databases and shared programs and devices. Other standards which support these extensions are those related to Cobol and database management systems to which most manufacturers already conform. Value added networks like

Telenet and Tymnet, also using the X25 standard, offer access to public database information and large scale computing facilities in a similar fashion to the traditional bureau-based time sharing networks.

The major benefit is significant distribution of costs fairly, based almost entirely on resource usage both in the network and at its nodes.

# An IBM display for non-IBM computers.

IBM have just produced a new VDU that will connect to most computers. Because it's ASCII Tele-type compatible.

The first thing you'll note about it is the startlingly crisp definition of its screen.

It should also please everyone using the VDU, because the screen tilts and swivels for comfortable viewing.

There are dished keys for fast touch-typing; in fact the excellence of the whole keyboard design is a direct result of IBM's type-writer skills.

Not only is the terminal easy to use—but it's easy to set up. Less than 30 minutes from unpacking to running.

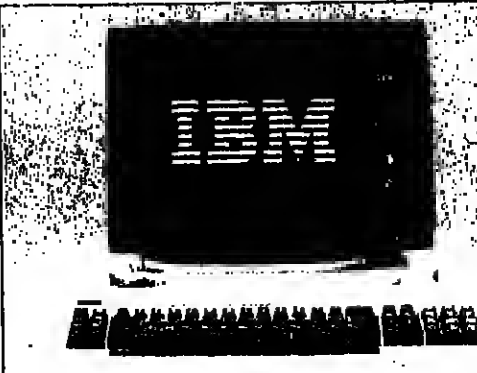
It has the quality you'd expect from IBM.

But no VDU from IBM's Data Processing Division has ever been sold for as little as this.

Buy it in quantity, and you may pay even less.

The IBM 3101 is now available through distributors.

Ask us for details. Ring our Direct Marketing Centre on 01-995 1422. Or send this coupon.



### Direct Marketing Centre

To: IBM DIRECT MARKETING CENTRE, 388 Chiswick High Road, London W4 4AL. Tel: 01-995 1422. Please send me more information about the new IBM 3101 VDU, and where it may be obtained.

Name \_\_\_\_\_  
Title \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel. \_\_\_\_\_

Choice of communication interface. Switch selectable line speeds. Modular design for ease of maintenance. Screen unit swivels and tilts for user comfort. Screen anti-glare filter. With 500 line for operator instructions. Available in US ASCII or UK equivalent. Communicates a synchronously with a wide variety of processors. Many advanced functions that can aid user productivity.







# WHAT FREEDOM ARE YOU WAITING FOR?

It is high time some questions were asked about large central computers and distributed data processing. Can large systems really be flexible? What will the networks of the 80s look like? Datasaab explains its views about what you can achieve using the Series 16. The 80s will certainly be the decade of change. And you are going to need a new kind of freedom.

## THE FREEDOM TO GROW...

There is a solution that can satisfy your requirements. It is called Series 16, and it is the most interesting business computer for realtime applications on the market.

You always start with the correct computer power, thanks to the series having five different models. Each of them has powerful equipment and plenty of capacity for expansion. They are elastic.

### COMPATIBLE ON ALL LEVELS

HARDWARE	•	•	•	•	•
COBOL SOURCE	•	•	•	•	•
COBOL OBJECT	•	•	•	•	•
DATA BASE & FILE FORMAT	•	•	•	•	•
DATA REPRESENTATION	•	•	•	•	•
OPERATOR/WORKSTATION	•	•	•	•	•

When your data processing requirements expand you up-grade your system to the next model. Fast and troublefree. All the models are capable of expansion with complete compatibility at all levels so your investment is well protected. You don't need to alter your programs. No re-compilations are necessary. And you won't have to convert your database.

Let your requirements grow and change — you'll be well prepared.

## ...AND TO CHOOSE

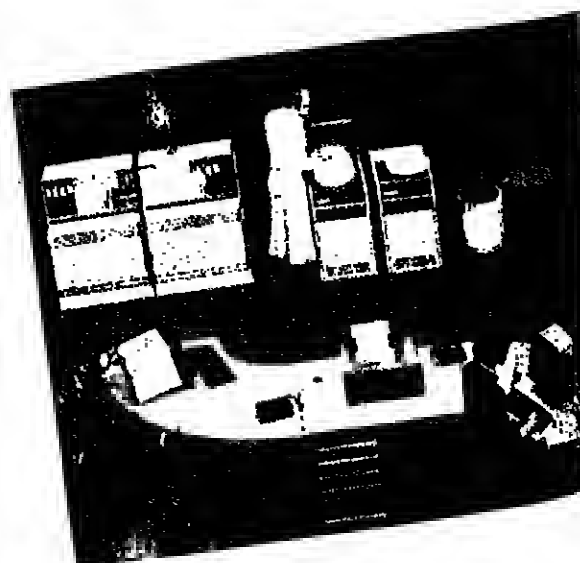
The Series 16 allows for tailored configuration. You can decide in detail what equipment the system and the individual workstations need. Hardware and software alike.

All hardware units are ready to be plugged in. All software is modular based. Installation only takes a few hours. You can be sure that the new functions will work properly as they have been rigorously tested prior to delivery.

## THE FREEDOM TO DISTRIBUTE

In the Series 16 all the workstations have immediate access to computer power. For different functions, simultaneously and without any waiting. And regardless of whether they are locally or remotely connected. That is what we call true realtime, and it is essential if distributed data processing is to offer the maximum of freedom.

Washing for gold — i.e. minimising the transmission of redundant information — is the guiding principle behind the Series 16 concept. The workstations are microprocessor controlled, and at this stage the flow of data has already been minimised, as have the response times.



Thanks to advanced data communication and large local databases you can integrate Series 16 with your large central system, where you keep the heavy routines that are more suitable for central batch processing.

By complementing your central system stages with large or small Series 16 systems can rise to the challenge of the 80s. You can date your network at reasonable cost and reduce its vulnerability. While at the same time gaining freedom of action and opportunity to meet demand for service and adaption without loss of supervision and overall control.

100% compatibility

Series 16 will help you to move ahead from your present position — without wasting the investments you have already made.

The high productivity of Series 16 yields the best results in operative routines. Autonomy and realtime features satisfy the high demands for operating independence made by branch offices, departments or subsidiary companies.

## THE FREEDOM TO DEVELOP...

Series 16 is dedicated to administrative data processing. Nothing else. That's why we've been able to obtain high performance without losing the handy format of the system...

With Series 16 you gain access to a complete set of effective systems development tools. You use them in interactive dialogue during the various phases of the development work and in future systems maintenance.

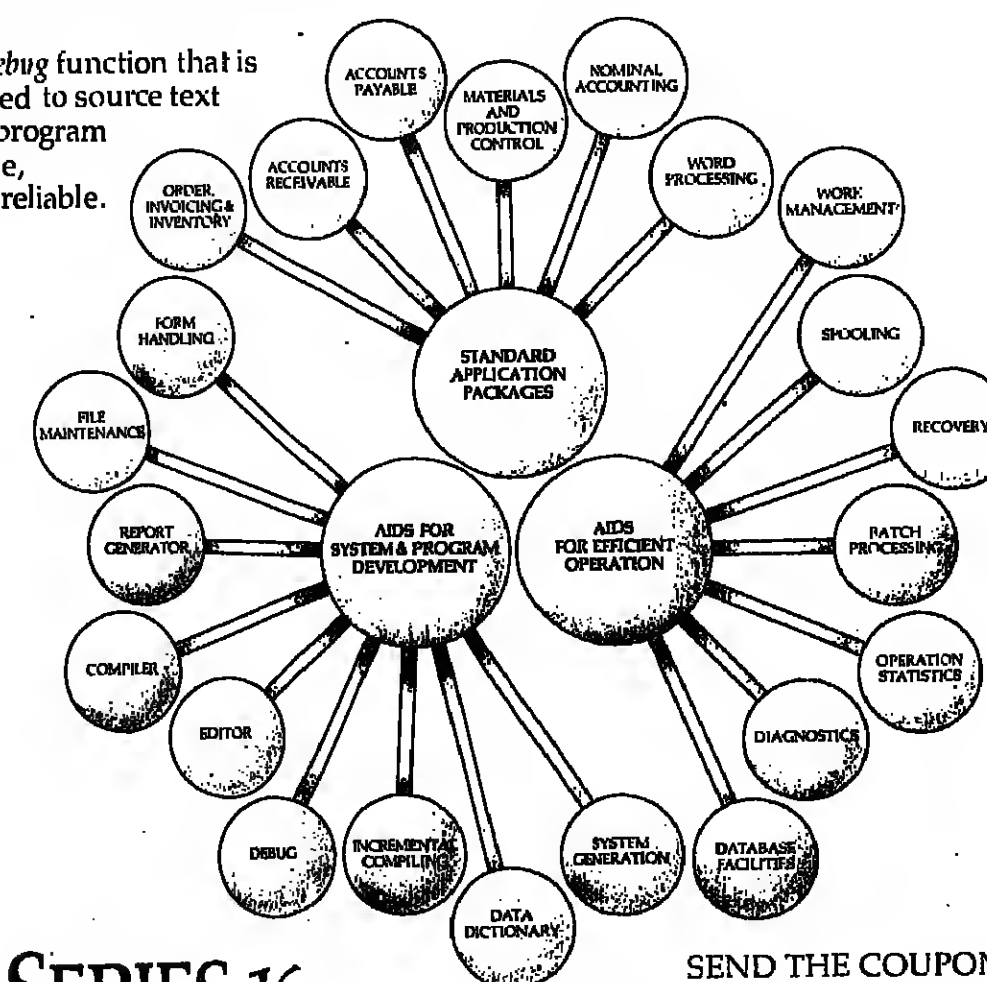
Here are some examples:

- 1) Your programmers will meet a powerful ANS-Cobol, levels 1 and 2, extended with functions for realtime applications.
- 2) A powerful editor is used for registration, storage and alteration of source program texts as well as for the description of data items and data structures.
- 3) The data item catalogue enables you to describe data outside the program and store such descriptions centrally. This provides a high degree of data independence, and greatly supports the systems design and programming, but above all, it simplifies systems maintenance.
- 4) Program compilation can be performed directly in interactive dialogue with the system, or be suspended in a queue for later execution.
- 5) A debug function that is fully orientated to source text level makes program testing simple, efficient and reliable.

6) Ready-to-use parameter-controlled modules for form-orientated operator communication, data registration and enquiry procedures, as well as tools for automatic generation of report programs mean not only the minimum of programming work but also several other benefits.

There are also a number of off-the-shelf application packages for administrative routines. If they suit your company's needs use them at once. You'll never be able to develop cheaper applications yourself. If they don't match all your requirements you can readily rewrite some sections while retaining the main body of the material. It will give you a shorter payoff time and you can show results faster...

Finally, you also get comprehensive technical documentation containing instructions, methods, and advice.



## SERIES 16 — THE FREEDOM YOU'VE BEEN WAITING FOR!

Contact a Datasaab representative if you would like to discuss the Series 16 in more detail now.

If you would like to study the purely technical aspects in peace and quiet we will be pleased to send you a couple of publications — you can have them at no charge if you send in the reply coupon.

SEND THE COUPON TO:

Datasaab Ltd  
Northgate  
72 Northolt Road  
Middlesex  
SOUTH HARROW

Datasaab AB  
Marketing Dept.  
S-581 01 Linköping  
SWEDEN

## START NOW!

- Yes, I would like to receive
- ☐ Series 16 — an overview
  - ☐ Inside 16
  - ☐ Facts & Figures
  - ☐ All standard application brochures
  - ☐ I would like a Datasaab representative to contact me.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Postal address \_\_\_\_\_  
Telephone \_\_\_\_\_

**DATASAAB**

Datasaab Ltd, Tel: 01-422 3442







**JBA****Marketing Co-ordinator**

**Herts.** to £10,500 + Benefits  
An excellent opportunity exists for an experienced Programmer to join the European Marketing group of this internationally known mini manufacturer. You will join a team which is responsible for the collection and consolidation of future product requirements and for identifying new opportunities within the European market. A minimum of five years COBOL programming experience is required of which at least three years should have been spent within the Small Business Systems environment. The ability to communicate is of prime importance as you will be required to prepare and present product marketing information. Experience of the European market with a sound knowledge of French would be an advantage but is not essential.

Contact: Isobel Bruce

**Programmers and Analysts (all levels)**

**Surrey** Salaries to £10,000 dependent on experience  
Our client, currently expanding their 2980 site, are looking for experienced programmers and analysts to assist in the development of major projects over the next few years. Applicants must have George III and/or VME/K experience which has been gained preferably within the Insurance Industry. All levels of expertise will be considered although special preferences will be given to the more senior applicants. Excellent benefits and working environment is offered.

Contact: David Hendry

**Programmer/Designers (Mini's)**

**London** £9,500  
A leading international consultancy organisation, are engaged in a major new mini-computer venture, and need experienced programmers to join their well established team of people developing and marketing a range of applications software, to various industries. There are three new positions available, due to expansion of the division, and to apply, it is essential to have at least three years experience in a small machine environment, and be accomplished in either BASIC or DEBOL language, also to be educated to degree standard, preferably in a science or related subject. This is a superb opportunity to join a 'blue-chip' company who can offer variety, quality of experience and excellent career prospects.

Contact: Janet Chivers

**T.P. Design and Implementation**

**City** to £9,000 + benefits  
Our client, a major company in the Insurance business has an immediate vacancy for a Senior Programmer to join their Software Support team. The successful candidate will participate in various new Real Time projects in addition to a possible major overhaul of existing systems and the introduction of a mini-computer. Applicants should have knowledge of, on-line systems such as TMS, DRIVER, COMMUNICATIONS MANAGER etc. Projects are extremely challenging technically and the company offers a career which can include software design, database and networking. Benefits include a mortgage subsidy, non contributory pension, interest free season ticket loan and many others including flexi-time.

Contact: Margaret Stevens

**CICS/COBOL Programmers**

**Surrey** neg. c. £9,000  
There is an immediate requirement for sound, good quality programming staff to work at a modern and developing IBM installation in Surrey. Proficiency with COBOL is essential and experience of CICS desirable while familiarity with DOS and DLI is particularly relevant. Applicants should have a good education and a computing background including some systems design and development within a commercial or financial environment. This would be an excellent opportunity for programmers to make the first move into consultancy with an established and progressive systems house.

Contact: Margaret Stevens

**Analyst Programmers**

**Wembley** £8,000 - £10,000 neg.  
A well-known computer services company is looking for highly motivated personnel, capable of fitting into a fast moving and varied commercial environment. Applicants will join a small established team of c.p. professionals. Successful candidates will be competent Analyst Programmers with good commercial applications experience and be able to demonstrate a sound working knowledge of COBOL and IBM JCL. The challenging environment. Salary is negotiable according to relevant experience and the usual fringe benefits apply associated with a large organisation.

Contact: Margaret Stevens

**Programmer**

**Kent** c. £8,500  
A well established international organisation has a vacancy for a Programmer to join a team developing commercial applications. The company currently operates an ICL 1900 but is expecting to up-grade the installation next year. Applicants should have at least eighteen months experience of COBOL, preferably on ICL equipment and be enthusiastic to develop real-time, on-line and database systems. This is an ideal opportunity to work in a professional environment and learn new techniques.

Contact: Jim Baker

**EDP AUDIT**

**Essex** £ Commensurate with experience  
A UK subsidiary of a multinational electronics and telecommunications manufacturing company, are looking for expertise in system audit, to join their Internal Audit Division. It is essential to have a formal accounting qualification or relevant degree, with experience of audit from a public practice or large company, at least 2 years exposure to data processing with knowledge of COBOL programming, analysis and design of large applications systems. On-line or real-time experience would be a definite advantage. Occasionally the necessity to travel within the UK will arise.

Contact: Janet Chivers

**JAMES BAKER ASSOCIATES**  
International Personnel Consultants,  
32 Savile Row, London W1.  
Tel: 01-439 9311.

data scene

**CONTRACT OPPORTUNITIES****IMMEDIATE AND FORTHCOMING ASSIGNMENTS**

IMS Systems Programmer  
IMS OS/CSI COBOL Programmer  
IMS MVS COBOL Analyst/Programmer  
VENTEK COBOL Programmer  
ICL MARK IV Programmer  
HP 3000 Any Language Programmers  
DEC FORTRAN Programmers  
Any Machine Graphics exp. Analyst/Programmers  
IBM System 3 RPG II Programmer  
IBM 3031 OS COBOL Programmer  
DEC RSTS/E Basic + 2 RMS Analyst  
NCR COBOL 74 Programmer  
Philips Hardware/Software Programmers  
Philips Realtime Assembler Programmers  
IBM COBOL Mk. IV Programmer

For further information contact our Resources Administrator, Teresa Gillick on 01-439 1856.

Dejacene International Limited,  
Scapin House,  
169-173 Regent Street,  
London W1R 7FB. Telex: 25851.

**01-439 1856**

24 hour answer phone

**THE UNIVERSITY OF LEEDS  
COMPUTING SERVICE  
COMPUTING ASSISTANT**

In the University Computing Service, Applicants should have a good honours degree or equivalent, preferably in computer science or a related subject. The appointment will be for a period of three years. The Computing Service is responsible for the provision of computing facilities to all departments within the University and has recently acquired an Amdek V7 machine computer and a PRIME 750 computer. The successful candidate will work primarily within the Application Group which develops, maintains and advises on the use of applications software. Salary is an appropriate point on the 18 Scale for Other Related Staff, £4,300 (1980 grade) plus, according to experience and qualifications. Application forms and further particulars may be obtained from the Registrar, The University, Leeds LS2 9JT. Closing date reference number 48/31. Closing date for applications 11th November, 1980 (2187)

**ESSEX  
TECHNICAL COLLEGE  
Woodhouse, Essex  
COMPUTER UNIT  
LECTURER GRADE I  
in COMPUTER STUDIES/SYSTEMS**

required from the 1st January, 1981 or as soon as possible thereafter. The successful applicant will be required to teach Computer Science or Systems Programming. Applicants are invited to submit a curriculum vitae and references in order to be considered for the post. The range of courses currently taught includes: Computer Science, Systems Programming, Data Processing, and Computer Communications. The successful applicant will be required to teach Computer Science or Systems Programming. Applicants are invited to submit a curriculum vitae and references in order to be considered for the post.

Application forms and further particulars may be obtained from the Principal, at whom completed forms should be submitted, which should be accompanied by a recent passport size photograph.

**SPECIALIST PROGRAMMER Assembler/C.I.C.S. £8,500 p.a.**

The rapid growth of the Company will increase our number of specialist tasks from 240 to 300 within the next three years and provide not only security but career progression. Job satisfaction will result from developing major new systems to meet this expansion programme.

One of the major systems now being developed is Real Time Stock Control System linking main distribution points on line to IBM 4300 hardware installed at our Computer Centre near Watford.

To strengthen the development team we require a SPECIALIST PROGRAMMER with experience in ASSEMBLER/C.I.C.S./COBOL. A knowledge of DOS and POWER would also be useful.

Our attractive benefits package includes an interest free season ticket loan, subsidised staff restaurant, sport facilities and share option and profit sharing schemes.

To apply please either telephones or write to:  
Philip Johnson, Recruitment Manager  
J. Sainsbury Ltd., Stamford House  
Stamford Street, London, SE1 9JT  
Tel: 01-821 8878 or 921 6047

**SAINSBURY'S  
MORE OF A CHALLENGE  
MORE OF A CAREER****COMPUTER CAREERS IN AUSTRALIA****For the kids!**

For details and brochure write to Computer Careers Australia, Australasia, 100 Victoria Street, Melbourne, Australia.

are you an

**IBM Systems Programmer**

capable of being

**Technical Team Leader**

for our client in

North Kent

circa £9K

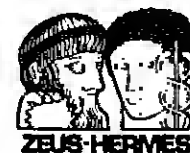
Technical expertise would include good all round experience of IBM mainframes and include practical programming to PL1 and BAL. You should have good experience in OS and DOS, JCL and Utilities, and will ideally have used VM/CMS and Database.

The successful candidate will head up a new small team as the focal point for all Technical Support to both Management Services and Users, to be responsible also for:-

- \* acceptance testing of hardware, software and applications
- \* performance monitoring and tuning
- \* live JCL and DASD allocations.

Excellent BENEFITS include non-contributory pension, annual bonus, subsidised lunches, and a first rate RELOCATION PACKAGE.

Contact Derek Pearson now, quoting 1076P.

**ZEUS-HERMES RECRUITMENT**

TELEPHONE: 01 388 5011 (24 HOUR SERVICE) OR WRITE:  
[NO STAMP REQUIRED] ZEUS-HERMES RECRUITMENT LTD  
FREEPOST 20 LONDON W1E 4YZ

3171

**Targa****DATA PROCESSING MANAGER**

A manufacturing company in Essex are seeking an Experienced Computer Professional to assume the role of Data Processing Manager. The successful applicant will have extensive knowledge of RPG11 gained as an Analyst/Programmer on IBM SYS34 systems. Pleasant working conditions will be found. Salary is completely negotiable according to age and experience. Ref. 2136

**SYSTEMS PROGRAMMER**

**C. LONDON** c. £8,000  
A large institution in Central London are looking for a Systems Programmer who has been using COBOL and PL/I for at least 2 years on a large 2900 VME/B site. The successful applicant will have a thorough working knowledge of ICL software and micros. Many applications are currently in operation at this large site including all the latest techniques of Databases, Transaction Processing, Batch and Multi Access Computing. Expertise within a Communications Environment would be advantageous but is not a necessity as full training is available. Ref. 2143

**PROGRAMMER**

**W. LONDON** £8,000  
An ICL COBOL Programmer with twelve to eighteen months' experience is required by a company based in West London. A knowledge of online systems (MTS and packages) and the low level language used on the 1501 would be an added advantage. Our clients have two other installations which are currently being linked to the London site. As an expanding and developing installation they guarantee a full and varied day's work. Ref. 3072

**DEC/PDP SHIFT LEADER**

**BERKS.** £7,000  
Our client is currently looking for a Shift Leader. You should have been a Shift Leader for at least 3 years within a DEC10-TCPS10 and/or PDP11-RSTS Environment and have proven supervisor skills with a mature outlook. The promotion prospects offered are superb, as it is envisaged that the successful applicant will quickly move towards a more Technical role within a relatively short period. If you feel you are capable of taking on this opportunity contact us immediately. DAYS ONLY. Ref. 2433

**HONEYWELL/GCOS SHIFT LEADER**

**LONDON** £7,500  
Our client is looking for someone to take on the challenging responsibility of Shift Leader in their Progressive Installation. A minimum of 2-3 years' experience in a H66/DPS environment is required with a good knowledge of GCOS operating systems and JCL techniques. Good opportunities for promotion exist in this Two Shift site. Ref. 2854

**TARGA COMPUTER SERVICES**

46/47 LONDON WALL, LONDON EC2M 5TE

3174

**UNIVERSITY OF SOUTHAMPTON**

FACULTIES OF MATHEMATICAL STUDIES AND ENGINEERING AND APPLIED SCIENCES  
COMPUTER STUDIES GROUP & DEPARTMENT OF ELECTRONICS

**LECTURER**

in Computing Studies in the Faculty of Mathematical Studies. In addition to teaching in the teaching program of the Computer Studies Group, the position appointed will be expected to develop the research in the field of microelectronic systems. The successful candidate should have a PhD in Computer Science or a related discipline and a minimum of five years' experience in the field of microelectronic systems. It is hoped that the successful candidate will have an international research record, be able to attract research funds, and be able to supervise research students. The post is available from 1st October 1981. The salary will be in the range £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff.

Salary in the range £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff.

Further particulars are available from Mrs. E. C. P. Sainsbury, Staffing Section, The University, Southampton SO9 5NH. In return applications should be sent to the University of Southampton, Staffing Section, PO Box 107, Southampton SO9 5NH. Closing date for applications 27 October 1980. Ref. 2142

31261

**THE UNIVERSITY OF LEEDS  
DEPARTMENT OF COMPUTER STUDIES**

Applications are invited for a post of

**COMPUTER OFFICER**

In the above Department with principal responsibility for software maintenance and development of computer systems. The position appointed will be required to develop and maintain the computer systems of the University. The successful candidate should have a minimum of five years' experience in the field of computer systems. The salary will be in the range £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff.

Salary at an appropriate point on the scale £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff. Further particulars are available from Mrs. E. C. P. Sainsbury, Staffing Section, The University, Southampton SO9 5NH. In return applications should be sent to the University of Southampton, Staffing Section, PO Box 107, Southampton SO9 5NH. Closing date for applications 27 October 1980. Ref. 2142

3142

**UNIVERSITY OF SOUTHAMPTON**

FACULTY OF MATHEMATICAL STUDIES

COMPUTER STUDIES GROUP

Applications are invited for the post of LECTURER in Computer Studies in the Faculty of Mathematical Studies. The position appointed will be required to develop and maintain the computer systems of the University. The successful candidate should have a minimum of five years' experience in the field of computer systems. The salary will be in the range £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff.

31277

**AGENCY RECRUITMENT NEGOTIATORS**

We are a long established employment agency with a reputation for excellence in the recruitment of IT professionals. We currently operate in temporary and permanent recruitment in the IT field. We are looking for experienced negotiators to join our team. The successful candidate should have a minimum of five years' experience in the field of IT recruitment. The salary will be in the range £11,576 to £15,576 depending on experience. The salary will be paid on a full-time basis. The successful candidate should be able to speak English fluently and be able to communicate effectively with students and staff.

Please call us on 01-754 8331 or write to: The Agency, 100 Victoria Street, London W1. Ref. 2142

31277

**CONTRACTS LONDON AND SOUTH**

Contract work for computer programmers and system analysts. Any level, all languages. Also COBOL ASSEMBLER, CICS in London only, since £315 a week depending on experience. Ref. 2142

**If you're on form... fill in this one.**

If you're performing really well in your present job, you'll be keeping your eyes open for something better. But being a top performer, you've got better things to do with your time than pore over pages of job ads and make dozens of phone calls. So to save time, and to get yourself in the top of the best jobs going, just fill in one application form. We'll then get back to you - just with details of jobs that are exactly right for you.

**Personal** Please write in ballpoint, using block capitals.

Surname \_\_\_\_\_ Forenames \_\_\_\_\_ Mr/Ms  
Address \_\_\_\_\_

Tel. Home \_\_\_\_\_ Office (if different) \_\_\_\_\_  
Age \_\_\_\_\_ Nationality \_\_\_\_\_ Car? \_\_\_\_\_  
Are you prepared to relocate in UK? ☐ Abroad? ☐ (tick box)

**Experience** Place no. of years in box, e.g. IBM 360/370 **4**

Machines:	Applications
Please specify model.	Commercial
IBM 360/370	Financial
IBM others (specify)	Payroll
ICL 1900/2900	Production control
ICL others (specify)	Stock control
Honeywell	Scientific
Univac	Realtime
Burroughs	Software
PDP	Database
Other mainframes	Message switching
Other mini-computers (specify)	Communications
	Data transmission
	Central process
	Teleprocessing
	MIS/CPA/PERT
	Magnetic tape
	Disk
	Others (specify)

Languages	Job Titles
Cobol	Project leader
Plan	Systems analyst
Assembler	Systems engineer
PL/I	Analyst/programmer
Fortran	Systems programmer
Filetab	Programmer
RPG11	Operations supervisor
Auto/easy/user code*	Operator
Others (specify)	Consultant
	Sales representative
	Others (specify)

**Position Sought** Please state briefly the type of appointment you are seeking.

Contract? ☐ Permanent? ☐ Either? ☐ (tick box)  
Minimum salary £ \_\_\_\_\_ Notice required/Date available \_\_\_\_\_  
Signed \_\_\_\_\_ Date \_\_\_\_\_

Cut out the whole advertisement and post to the address below.

**Knight**  
Knight Computer Services Ltd.  
140 Piccadilly, London W1  
**01-491 4706**



# THORBAR

Greenock House 19 Cuckfield Road Hurstpierpoint Sussex BN6 9RJ

(RECRUITMENT AND CONSULTANCY SERVICES) LIMITED

Telephone: Hurstpierpoint (0273) 833848

→ SPECIALISTS IN DP AND EXECUTIVE RECRUITMENT

Ref: CW/47/80

## SINGAPORE — KUALA LUMPUR CONSULTANTS

**TO \$45,000 P.A. + RELOCATION EXPENSES. SINGAPORIAN AND MALAYSIAN NATIONALS WISHING TO RETURN TO THE ABOVE LOCATIONS AND POSSESSING THE EXPERIENCE CALLED FOR BELOW, WILL FIND THESE OPPORTUNITIES EXTREMELY ATTRACTIVE.**

Our clients, an International firm of Management Consultants, wish to recruit Singaporean and Malaysian Nationals to work in the above locations as permanent members of their rapidly expanding Practice.

We wish to speak to people who have spent at least five years in D.P. and who meet some or all of the following requirements:

1. A sound D.P. background, having progressed from programming to Systems Analysis through to a Project Leadership/Management role.
2. Good Hardware and Software experience, preferably gained from more than one manufacturers' equipment.
3. The ability to communicate well with all levels of user personnel and management.
4. Involvement in at least one large project from the feasibility stage through to full implementation.

PREFERENCE WILL BE GIVEN TO CANDIDATES WHO POSSESS A GOOD COMMAND OF THE ENGLISH LANGUAGE, HAVE BEEN EDUCATED TO DEGREE LEVEL, AND HAVE BROAD SYSTEMS AND APPLICATIONS EXPERIENCE RATHER THAN HAVING SPECIALISED IN ONE PARTICULAR AREA OF D.P.

IN RETURN, OUR CLIENTS OFFER AN EXTREMELY CHALLENGING CAREER WITH A WIDE RANGE OF ASSIGNMENTS AND THE OPPORTUNITY TO PROGRESS RAPIDLY TO PARTNERSHIP.

TELEPHONE OR WRITE TO US NOW IN ORDER TO ARRANGE FOR AN IMMEDIATE INTERVIEW EITHER IN LONDON OR THE SOUTH

## PROGRAMMERS

C. £7,700 p.a. (under review in January)  
CENTRAL LONDON

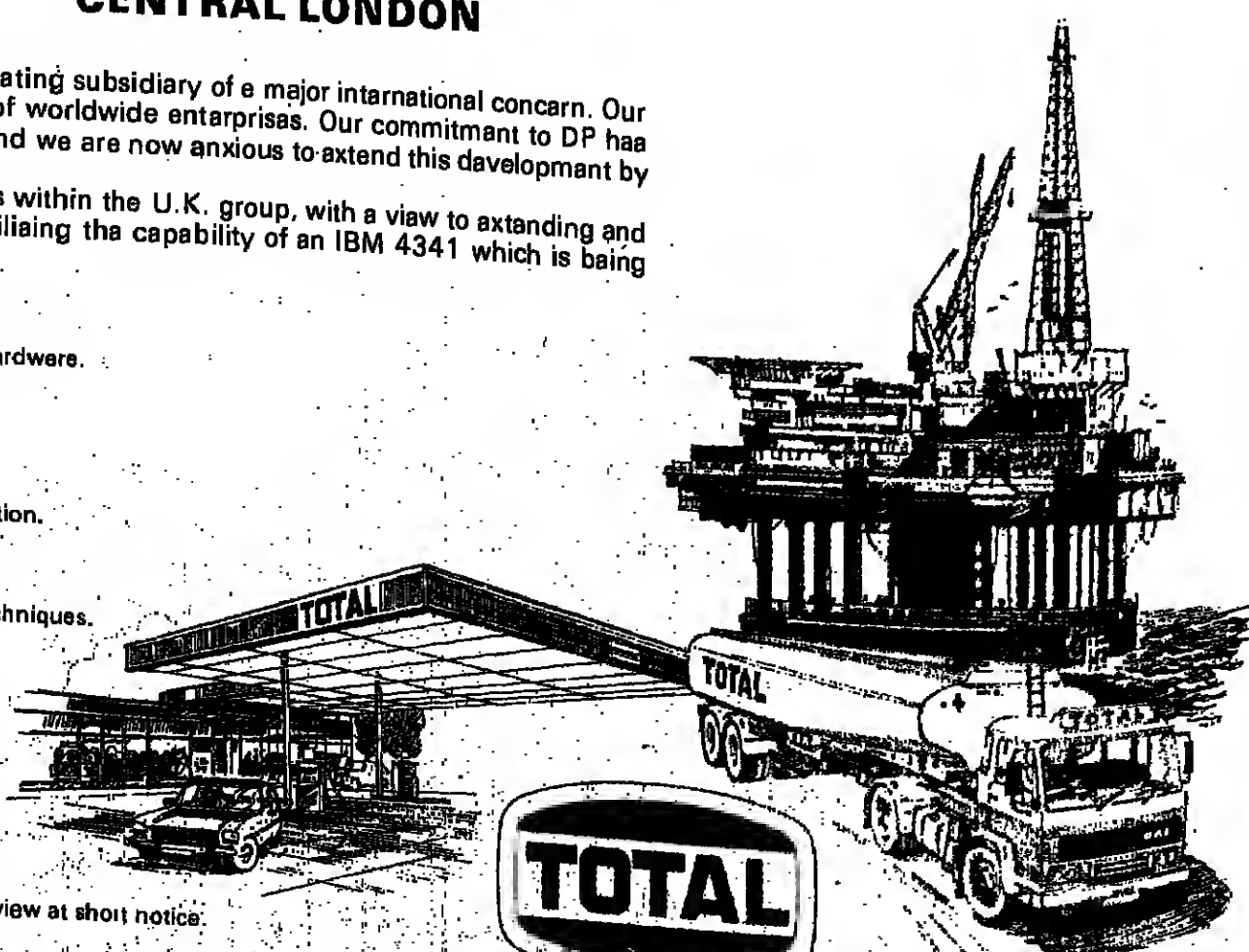
Total Oil Great Britain Ltd. is the U.K. Marketing subsidiary of a major international concern. Our U.K. turnover places us in the top league of worldwide enterprises. Our commitment to DP has increased rapidly over the past ten years and we are now anxious to extend this development by increasing our programming strength. Projects will cover a wide variety of systems within the U.K. group, with a view to extending and improving our existing TP network, and utilising the capability of an IBM 4341 which is being installed shortly.

### YOU WILL HAVE

1. At least 18 months' Cobol experience on IBM hardware.
2. Preferably experience of IBM 370 DOS/VS
3. Preferably CICS experience.

### IN RETURN WE CAN OFFER

1. An excellent salary package.
2. Spacious modern offices in prestigious W1 location.
3. Easy access from all parts of London.
4. Flexitime.
5. Free life assurance.
6. A commitment to training in the latest on-line techniques.
7. Season ticket loan.



It would be possible to arrange an interview at short notice.

For further details on the technical side ring either Howard Bartley or Ron Gregory or for an application form contact Personnel Department, Total Oil Great Britain Limited, 33 Cavendish Square, London, W1. (Tel. No. 499 8393)

## PL/1, MK IV, IMS to £15 K (UK) £20 K (EEC)

The Informatics International Group of Companies hardly needs introducing — we have been providing secure, growth-potential opportunities to talented professionals for over 11 years in Britain, the US and Europe and our record for keeping valued personnel is the envy of our competitors. A further planned expansion phase has created numerous opportunities for IBM Systems Designers, Analyst/Programmers and Programmers with experience of either PL/1, MK IV or IMS DB/DC.

We are offering permanent career positions in London and at several of our European offices. Numerous opportunities also exist for out-of-London based projects, throughout the South East, Midlands and North West England.

European based personnel will receive excellent overseas allowances fully reflecting local cost-of-living conditions and in most cases the working environment will be English. A few positions do however carry a foreign language requirement (French or German).

# informatics

Whereas you probably identify Informatics with software packages, these products are only part of a bigger picture. Our reputation in the industry is that of an established market leader in frontier pioneering applications.

Whilst we are seeking professionals of varied backgrounds it is assumed that they will already be well remunerated, excel professionally, are highly motivated and ambitious. The fluid management structure of Informatics provides for a career progression through to the highest positions. The fact that Informatics does offer top salaries is, in perspective, incidental to the total benefits and opportunities available to our personnel.

You will certainly be involved in rewarding but demanding projects — probably as a member of a small integrated team of professionals working in an autonomous environment with substantial responsibility. You will be expected to contribute new ideas and develop your already considerable skills.

Interviews will be held in London as soon as applications are received and offers will be made without any of the customary and annoying delays. Please telephone me, Nadia Caudill (reverse charges accepted) or alternatively send your concise C.V. to:

**informatics  
consulting Ltd.**  
01-405-8546



Africa House  
64-78 Kingsway  
London WC2B 6AL



# COMPUTER WEEKLY

OCTOBER 30, 1980

## RECRUITMENT & EDUCATION SUPPLEMENT

the most informative publication of its kind in the UK

In spite of rising unemployment the computer industry continues in its demand for a regular supply of qualified computer people. As the market expands, so to does the need for new skills and abilities. Although more and more training facilities are available, the chronic shortage of manpower remains, causing a major problem for all companies involved with computers.

Our annual Computer Weekly recruitment and education supplement, especially planned to coincide with and be available at Compec '80 — Britain's biggest computer exhibition — will be packed full of valuable information covering the whole spectrum of the computer job market. Editorial contribution will be substantial, appealing to data processing professionals, as well as the next generation of young people who will be required to take up the

challenge and share in the achievements of the next decade and beyond.

This year's supplement will be published on October 30 and distributed in the normal way to all Computer Weekly readers. Copies will also be available to visitors from the Computer Weekly stand at Compec. Last year, some 34,745 visitors attended the exhibition.

The supplement is a unique publication, being the only newspaper of its kind produced in the U.K. dealing specifically with the subject of careers and job opportunities for DP personnel. The combination of the supplement's extensive editorial support, the large circulation, and Computer Weekly's standing in the industry, means this supplement is a must for recruitment advertisers.

Computer Weekly has the largest circulation in the specialist computer press (91,656 ABC July-Dec 1979). This has increased continually over the years to reflect the ever growing number of personnel in the computer industry. Additionally, and equally important, the newspaper has the highest number of individually requested copies of any weekly computer publication.

For further details regarding the supplement and the special Compec free computerised recruitment service, contact your nearest Computer Weekly Classified Office: London: 01-261 8028/8019/8174/8097. Manchester: 061-872 8861. Birmingham: 021-356 4838.

## COMPUTER WEEKLY

\*Special Compec Computerised Recruitment Service  
Free to all advertisers in this year's supplement

Published to coincide with and be available at  
**COMPEC '80**  
Britain's biggest computer exhibition.  
Grand Hall, Olympia, London  
November 4-6 1980.

### BAHRAIN Technicians

System Operations Department  
Electricity Directorate

Our client, the Government of the State of Bahrain, requires qualified and experienced TECHNICIANS to staff a new System Control Centre, currently at an advanced stage of construction as part of the planned expansion in Electricity development by the Ministry of Works, Power and Water.

There are immediate vacancies for Senior Technicians and Technicians in the following disciplines:  
Telecontrol and Communications  
Telephony and Teleprinting  
Computers (involving maintenance of both hardware and software) and  
Power Plant Supplies

Candidates must be qualified to either HNC standard or have a Full Technological Certificate in the appropriate skill. In addition, operational experience of Brown Boveri Control Systems or Digital PDP 11 computer experience will be an advantage, although familiarisation training will be given where other appropriate experience is offered.

The State of Bahrain which is situated in the Arabian Gulf is well governed, stable and highly developed and the large European expatriate population enjoys a high standard of living and personal freedom combined with excellent social and recreational facilities.

TAX FREE salaries, paid in Bahraini Dinars, will be within a scale, the maximum of which is £9,500 per annum. Placement on the scale will depend on position, qualifications and experience. In addition, an annual gratuity of one month's salary is paid at the end of each service year.

The initial married status contract is for two years, renewable by mutual agreement. Additional benefits include: free furnished air conditioned family accommodation; 30 days' annual leave with paid family leave passage to the UK; car allowance; free medical care; generous educational allowances (schooling for children of all ages is available in Bahrain).

Interviews with representatives of the Electricity Directorate will be held shortly in the UK. Suitably qualified candidates should submit full professional and career details as soon as possible to:

#### SCOTCONSULT LTD.

Management and Resource Development  
Consultants  
44 North Castle Street Edinburgh EH2 3BN, Scotland  
Telephone 031-220 6606



01180



Athrofa Gogledd-dd Cymru  
The North E Wales Institute  
of higher education

#### SCHOOL OF MATHEMATICS, STATISTICS AND COMPUTING

KELSTERTON COLLEGE, CONNAH'S QUAY, CLWYD

#### PRINCIPAL LECTURER COMPUTING

The successful applicant will be responsible for developing a scheme to pursue a course of studies in Data Processing at Degree Level.

Further details and forms of application may be obtained from the Institute Registrar, North E. Wales Institute of H.E., The Coach House, Kelsterton Road, Flint, Clwyd. Tel. Deeside 616236, to be returned within 14 days of the appearance of this advertisement.

01180

To ERMW: PROJECT LEADER London  
Good systems analysis experience and ability to lead small development team. Up-to-date experience of ICL hardware required.

To ERMW: PL1 London  
Programmer with about 2 years PL1 experience in a commercial environment. IBM hardware.

To ERMW: PROGRAMMER Scotland  
Mainly COBOL experience gained in a commercial environment. Good prospects and opportunity for foreign travel. Relocation expenses paid. Accommodation available at low prices.

Many more unadvertised positions.

COMPUTECH SYSTEMS & PERSONNEL  
25a Pall Mall, London W1K 1JF

COMPUTECH 01-794 0202

### datascene

#### ICL PROGRAMMERS

ESSEX to £8,500

Our clients are manufacturers of quality home products who are situated on the Essex/Herts borders. The location is accessible from both East Anglia and London. They seek COBOL Programmers with a minimum of 2 years' experience gained preferably on commercial applications. Chances exist for progression into Analysis. In return they offer a good salary, 4-5 weeks' annual leave paid at time and a half, subsidised company products and a bonus of up to 8%.

D.461

#### RPG II ANALYST PROGRAMMERS LONDON CITY to £10,000

An excellent opportunity has arisen for experienced Analyst Programmers in progress into consultancy. Ideally you will have at least three years' IBM RPG II experience, one of which should involve systems work.

Applications will revolve around banking and insurance projects and will include database, communications, and financial planning and modelling.

Applicants must be of smart appearance and have been educated to A level standard. An excellent benefit package is offered and futuristically will include a car.

M.4726

#### COBOL PROGRAMMER

SURREY c. £6,500

Our client is a well-known multi-national company with its European headquarters in this picturesque but very accessible part of Surrey. They are looking for a competent experienced COBOL programmer to complement a team working on the development of commercial systems utilising HONEYWELL equipment distributed throughout Europe. This is an excellent opportunity with first class prospects in a superb company.

REF R4348

#### BASIC + /BASIC +2

VARIOUS LOCATIONS to £8,000

We have a number of vacancies for programmers experienced in Basic, Basic +, Basic +2 or AIMS. Upwards of eighteen months' experience could open opportunities in BANKING, INSURANCE, LEISURE or SOFTWARE HOUSES located in CENTRAL LONDON, ESSEX or HERTFORDSHIRE. Experience with DEC, PDP, DIGICO or SYSTIME equipment would be particularly relevant.

REF R/GEN

#### RPG II PROGRAMMERS

LONDON CITY to £8,000

A well established software house specialising in Insurance and banking systems are recruiting RPG II Programmers. You should have at least 18 months' experience preferably with IBM hardware and gained ideally within a financial environment. Client contact is expected and applicants will be dealing with management at all levels. These positions offer excellent scope for capable programmers who wish to enhance their careers by utilising the latest IBM software and in-house developed database systems.

M.4724

#### SENIOR PROGRAMMERS

E. LONDON to £8,000

Our clients are recognised leaders in the leisure industry who are looking for a Senior Programmer for their IBM installation. The situation is on the East London-Essex borders. The computers are 370's with 4341's on order.

Applicants should have around 4 years' experience of COBOL on IBM equipment and ideally will have CICS experience.

In addition to the salary the company offers a Christmas bonus, paid overtime, 5 weeks' annual leave and a staff shop.

D.4719

#### COBOL PROGRAMMERS

LONDON CITY c. £7,000

A leading City bank have vacancies for COBOL Programmers with upwards of two years' experience. The department is medium sized and utilises BURROUGHS hardware. A background that includes banking or financial applications would be particularly appropriate for these attractive vacancies which offer MORTGAGE SUBSIDY, NON-CONTRIBUTORY PENSION and SEASON TICKET LOANS.

REF R4570

#### ICL PROGRAMMERS

S. LONDON to £7,500

A very reputable South London retailing organisation has vacancies for programmers within their large multi-machine ICL installation. Applicants should have 2 years' experience of COBOL Programming, which has been gained ideally on 2900 machines, although 1900 experience would be acceptable. The applications are varied and offer a fine opportunity to broaden your experience.

In addition to salary, they offer profit sharing after 2 years, a subsidised restaurant and season ticket loans.

D.4713

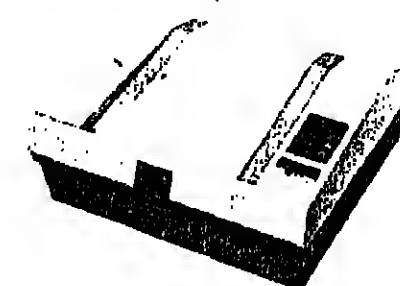
Datascene International Limited,  
Scotia House,  
169-173 Regent Street,  
London W1R 7FB. Tel.: 25651.

01-439 7871  
24 hour answer phone

### Salesperson S.E. England

Versatec, world leaders in Electrostatic Printing and Plotting invite you to join the team to expand the large base of units already operational in the U.K.

Versatec has been established in this country for over 8 years and has many hundred installed units. Versatec units are used by Scientists, Engineers, Designers to help speed their work.



Salary £9,000 basic + incentives (£6k on target) + car + fringe benefits.

For further details contact: Bill Boffin, Versatec, 27-35 London Road, Newbury, Berkshire, RG13 1JL. Tel: Newbury (0635) 42421.

**VERSATEC**  
A XEROX COMPANY

01251

#### CURRENT URGENT REQUIREMENTS

IBM DOS MARK IV with some  
COBOL Senior Programmer  
IBM DOS COBOL VSAM CICS  
Analyst/Programmer  
IBM DOS CICS ASSEMBLER  
Programmer  
IBM DOS PL1 / COBOL very  
experienced Programmer  
IBM DOS PL1 Programmer  
IBM OS / MVS Technical  
Support Programmer  
IBM IMS PL1 Programmer or  
Analyst  
PDP11 RSX 11/M BASIC +2  
Programmer  
PDP11 RSX 11/M MACRO 11  
Programmer  
ICL GEORGE II Analyst  
RPG2 Analyst  
Prime Analyst/Programmer  
IBM Assembler Programmer

If you have a minimum of  
two years' DP experience  
and would like to join us on  
contract please contact  
TODAY.

For these requirements and our many other  
contract assignments, please ring 01-836 8411  
- or complete the coupon below.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Tel. (Day) \_\_\_\_\_ (Ev'g) \_\_\_\_\_

Mail (no stamp) to FREEPOST Computer People London,  
VLI House, London WC2N 4BR.

Computer People London



# Sales Executives

## Data Communications Products

Data Logic is one of the largest system houses in the UK - marketing a wide-range of computer based products and services. In the Data Communications Division, based in London, the accent is on a systems approach right from simple point-to-point links through to highly complex network management systems. The products are comprehensive, sophisticated and readily adaptable. We already have a substantial base of prestigious clients providing first-class reference accounts. Technical back-up in the field is outstanding and ensures a highly professional approach to the user.

What we are now looking for are additional Sales Executives to sell these products.

The successful applicants will be able to show a successful track record selling high-value business in the communications or data processing industry.

Alternatively, if you have a background in technical support in the data communications or data processing industry and feel you have what it takes to be a successful Sales Executive, we would be interested in hearing from you as well!

Guaranteed earnings, including a high basic salary are negotiable around £10k, and on target performance will earn another £5k in the first year.

For more details contact: Ann Fortescue, Data Logic Limited, 29 Marylebone Road, London NW1. Tel: 01-486 7288.

**Data Logic**

(3142)



## SYSTEMS DESIGNER

Starting circa £9K

We have an IBM 370/138 running DOS/VS and CICS. Word Processing is being developed at present and all project teams are involved with on-line development. DOS/VS is being introduced in preparation for delivery of an IBM 4341 in 1981. CMS/VS is included in our future plans.

You will work in one of our project teams developing and maintaining computer applications. Your responsibilities include investigation and detailed design of systems, technical guidance of programmers and co-ordination of system testing. You will also be expected to liaise with User departments and Computer Production section and Technical Support group when necessary. You should have five years experience in D.P. including three years COBOL and some analysis experience.

For further details and application form ring Tony Eldred on 937-5464 Ext. 662 or write to Director of Personnel and Management Service, Town Hall, Hornon Street, W8 7NX quoting Reference CW 833.

**The Royal Borough of KENSINGTON & CHELSEA**

Applications are welcome from suitably qualified registered disabled persons.

## Research Machines Computers for Science & Education

Research Machines is a leading UK manufacturer of small computers and computer networks for the scientific, engineering and education markets. We hold a strong market position and are expanding.

Excellent innovative design is a necessary part of our continuing success. Our Research and Development team secures our continuing position in the UK and we hope will also lead us to the forefront in Europe.

### R & D Management

We would like to bring mature management expertise and experience into our Research and Development team.

We are looking for two excellent people. A hardware manager and a

software manager to join a first-class group. Their functions will be to plan and coordinate individual projects and to maintain project schedules day by day. They will provide day-to-day support for their engineers and programmers, contribute to long-term strategy and provide financial and support on technical matters to other departments.

You will be supported by working directly with a team of experts and a company enjoying a good reputation.

It presents an exciting opportunity to play a part in determining the future of a successful organisation.

We offer a competitive salary, a contribution to relocation expenses, four weeks paid annual holiday and free life and disability insurance. A contributory pension scheme and private health scheme are being introduced.

If you have had at least two years' experience managing hardware or software development, please write in confidence for more details.

## Systems Hardware Designers Systems Programme Analysts

We design for the future. We have a top-notch first-class R&D team. Our primary aim is to produce high quality design support of our current and future range of micro computers. The environment is stimulating and you will enjoy working with excellent tools. The working conditions are pleasant and we are within walking distance of the airport.

We offer a competitive salary, four weeks paid annual holiday and disability insurance. A contributory pension scheme and private health scheme are being introduced. Please write to us in confidence with full details of your experience.

For correspondence to: Mrs. DL, First Ltd, Research Machines Ltd, Street, Oxford OX2 0BW.

## Cobol Programmer Blackfriars

£neg.

Richard Costain Limited is Britain's leading international construction and development organisation, with an annual turnover in excess of £450 million.

Naturally, a company of this size and success will require a challenging variety of on-line business systems. So, if you're looking to broaden your programming experience, you could find it to be both fun and profitable to join our small and professional computing team, here in Blackfriars, S.E.1.

The best of a young professional with around 10 years' experience in a wide range of knowledge, that of a computer programmer working on a system for personnel salaries, and products using ATC 111.

As well as a high salary, you will receive a comprehensive benefits package, including a pension, health and life insurance, and a company car. You will also have the opportunity to work on a variety of projects, both in the UK and abroad.

**COSTAIN**

Please contact: Mike Clarke, Personnel Manager, Richard Costain Limited, 111 Westminster Bridge Road, London SE1 7JR. Tel: 01-828 4977, ext. 219.

## BASIC + and RSTS SENIOR PROGRAMMERS to £8,000

We urgently require Senior Programmers with good BASIC + and RSTS experience for the vigorous and expanding Business Systems Division of a medium sized software house. Applicants should be competent, smart, well spoken and have a professional attitude to life. The company offices are at a large country house near Wokingham, but staff are required to travel and work on clients' premises at times, therefore a generous car allowance will be given.

The persons appointed will be required to work both on their own and as team leaders, meeting set targets and objectives. There is every opportunity for career expansion, as staff are expected to learn additional languages and hardware as necessary, and will be introduced to systems design and project leadership at the earliest possible opportunity.

Please write or telephone for further details and an application form.

**Computer & Management Personnel**

## LEDS AREA HEALTH AUTHORITY (TEACHING) ANALYST/PROGRAMMER

Salary Scale: £3301-£7630 p.a. (Freelance contract)

To work in a small team, providing information for research and planning purposes to the Authority, the City Council and Leeds University. The systems to be developed will be used to design and program new systems for the Computing Manager.

The system has a dedicated multi-computer with direct telecommunication links to maintain computers at the City Hall and University.

Applications forms and job descriptions available from Mr. D. A. (Teaching) or Mr. J. H. (City Council), Leeds Area Health Authority, Tel. Leeds (0532) 834440.

Closing date: 31st November, 1980.

## HOME or ABROAD

Programmers are free to be self-employed or work for a company. The company will provide a car and a house. The company will also provide a pension and a health insurance.

For more details, please contact: Mr. J. H. (Teaching) or Mr. D. A. (City Council), Leeds Area Health Authority, Tel. Leeds (0532) 834440.

Closing date: 31st November, 1980.

For more details, please contact: Mr. J. H. (Teaching) or Mr. D. A. (City Council), Leeds Area Health Authority, Tel. Leeds (0532) 834440.

Closing date: 31st November, 1980.

# ata Computer Recruitment

A division of ATA Selection and Management Services, recruitment consultants to industry and commerce since 1962

## SCOTLAND

**SUPPORT ANALYST** £8,000 + CAR (Glasgow based)  
Go ahead computer manufacturers are at present looking for an energetic systems analyst to spend their pre + post sales support function. This challenging position will involve customer visit and liaison re incentive operating systems on mini computers. Any experience of Fortran, Communications and Graphics would be advantageous. Excellent relocation package available. 350/1159

**ENGINEERING ANALYST** £8,000 (North East Scotland)  
This position is a key part of the future development of a busy O.P. department. This expanding company require a good systems analyst/programmer with a strong engineering background to develop new software for a variety of engineering applications from design to construction. Full benefits and relocation package where applicable. 330/1196

**SENIOR PROGRAMMERS** £8,500 (Central Scotland)  
An international manufacturing company require senior programmers to be responsible for major developments relating to systems software. You will be responsible for specification, development and implementation of systems for microprocessor based hardware. Full relocation and benefits package are included. 330/1174

**SOFTWARE ENGINEERS & PROGRAMMERS** £8,000 (Central Scotland)  
A well-established national company are currently recruiting software people to enhance their development programme. These challenging opportunities will involve you in specification, design and development of software for a wide range of systems and applications in the scientific and technical field which encompasses communications, graphics, cartography, geometric modelling, production planning, PCB layout, etc. There is an excellent relocation and benefits package. 330/1200

**SYSTEMS ANALYST** £8,500  
Make the most of your experience, national manufacturing company require a systems analyst/programmer to help develop a new on-line work in progress and inventory control system. Your experience of management information systems and financial applications would also be advantageous as would ICL experience. Excellent prospects and relocation benefits package. 330/1177

For further details phone Ray Rogers on 031-226 5381.  
ATA COMPUTER RECRUITMENT  
Anglia House  
24/26 Frederick Street  
Edinburgh

**LONDON**  
(01) 637 0781  
230 Old Portland St.  
W1N 5HG

**MANCHESTER**  
(061) 832 5856  
88 Cross St. M2 4LA

**BIRMINGHAM**  
(021) 643 1994  
Woolworth Building  
102 New St. B2 4HQ

**BISHOP'S STORTFORD**  
(0279) 806464  
29 Bellow Lane  
Bishop's Stortford, Herts

**BRISTOL**  
(0272) 211035  
Equity and Law Building  
36/38 Baldwin St.  
BS1 1NR

**EDINBURGH**  
(031) 226 5381  
Anglia House  
24/26 Frederick St.  
EH2 2JR

**CRAWLEY**  
(0293) 514071  
36 The Broadway

**SOUTHAMPTON**  
(0703) 37555  
23 Cumberland Place  
SO1 2DB

WHEREVER YOU ARE, WE'RE ON CALL TO ASSIST YOUR CAREER

# DATA RESOURCES

TOTAL NUMBER OF IDENTIFIED VACANCIES **275**

## We know where the good jobs are!

We are handling SPECIFIC vacancies for Systems Analysts and Programmers at ALL levels in ALL the following locations.

Hardware includes ALL major mainframe and many mini manufacturers including Burroughs, DEC, Honeywell, IBM, ICL and Univac equipment. Programming opportunities involve ALL main languages including COBOL, PL/I, ASSEMBLER, BASIC and RPG II.

**BIRMINGHAM**  
**COVENTRY**  
**LEICESTERSHIRE**  
**NOTTINGHAMSHIRE**  
**STAFFORDSHIRE**  
**CAMBRIDGESHIRE**  
**LINCOLNSHIRE**

**GREATER MANCHESTER**  
**MERSEYSIDE**  
**LANCASHIRE**  
**YORKSHIRE**  
**HUMBERSIDE**  
**TYNE & WEAR**  
**SCOTLAND**

## CONTACTS

**CONTACT NORTH** CATHY SCOTT TELEPHONE (0423) 55311  
**CONTACT MIDLANDS** CATHY SCOTT TELEPHONE (0423) 55311  
**CONTACT SCOTLAND** IRENE WEBSTER TELEPHONE (041) 226 4912

**SYSTEMS ANALYSTS**  
**£6500 to £10500**

**PROGRAMMERS**  
**£5500 to £8500**

Interested? Send coupon or phone

NAME	AGE
ADDRESS	
LANGUAGES USED	
PHONE HOME	BUSINESS (will be used discreetly)
YRS ANALYSIS	YRS PROGRAMMING
MACHINES USED	
JOB SOUGHT	LOCATION
SALARY	SALARY REQUIRED



**DATA RESOURCES AGENCY**  
P.O. Box 83  
8th Floor Copthall Tower House  
Harrogate HG1 1TS  
Tel: (0423) 55311/3  
(24 HOUR ANSWERING)

Central Chambers  
11 Bothwell Street  
Glasgow G2 6LY  
Tel: (041) 226 4912

## COMPUTER WEEKLY CLASSIFIED

01 261 8028/8097/8019

the newspaper computer people rely on



# DATA PROCESSING STAFF FOR BANKING APPLICATIONS

Central Trustee Savings Bank Limited is a functional member of The Bankers' Clearing House and acts as Clearing Agent for the Trustee Savings Banks in England and Wales. We provide a wide range of banking and investment services to the Trustee Savings Banks Group. Central Trustee Savings Bank has extended its developments at a rapid rate over the last 7 years. Situated in the City of London the computer installation comprises 2 IBM 370/148's, a PDP 11/35 and 2 PDP 11/70's. Our current developments include the completion of a major revision of the existing Clearing Systems, together with the implementation of new computer systems in the areas of Visa Travellers Cheques, Sterling Dealing and Banking. In order to meet these commitments, we require additional systems and programming staff.

Applications in writing should be forwarded to Gareth Jones at the following address:-

**TSB**

Central Trustee Savings Bank,  
St Mary's Court, PO Box 99,  
100 Lower Thames Street,  
London EC3R 6AQ.

## PRINCIPAL SYSTEMS PROGRAMMERS

**c£10,500 (Inclusive of London Allowance)**  
Applicants should have at least 5 years' experience of IBM 370 programming using Cobol and Assembler in a DOS or DOS/VS environment at least 4 years' of which will have been in a systems programming capacity. A knowledge of CICS and VSAM would be an advantage.

Alternatively applicants should have 5 years' experience of PDP 11 programming using Cobol and Assembler in a RSX 11 environment at least 4 years' of which will have been in a systems programming capacity.

## SENIOR SYSTEMS ANALYSTS

**c£9,400 (Inclusive of London Allowance)**  
Applicants should have 5 years' experience of systems analysis with a practical knowledge of communications systems testing and implementation support. Experience in banking or finance would be an advantage. Knowledge of clearing systems would be particularly appropriate.

We offer an attractive range of benefits, including non-contributory pension scheme, luncheon vouchers and subject to certain conditions a home mortgage and early scheme and season ticket loan scheme.



## PROGRAMMERS

C. £7,700 p.a. (under review in January)  
CENTRAL LONDON

Total Oil Great Britain Ltd. is the U.K. Marketing subsidiary of a major international concern. Our U.K. turnover places us in the top league of worldwide enterprises. Our commitment to DP has developed rapidly over the past ten years and we are now anxious to extend this development by increasing our programming strength. Projects will cover a wide variety of systems within the U.K. group, with a view to extending and improving our existing TP network, and utilising the capability of an IBM 4341 which is being installed shortly.

### YOU WILL HAVE

1. At least 18 months' Cobol experience on IBM hardware.
2. Preferably experience of IBM 370 DOS/VS
3. Preferably CICS experience.

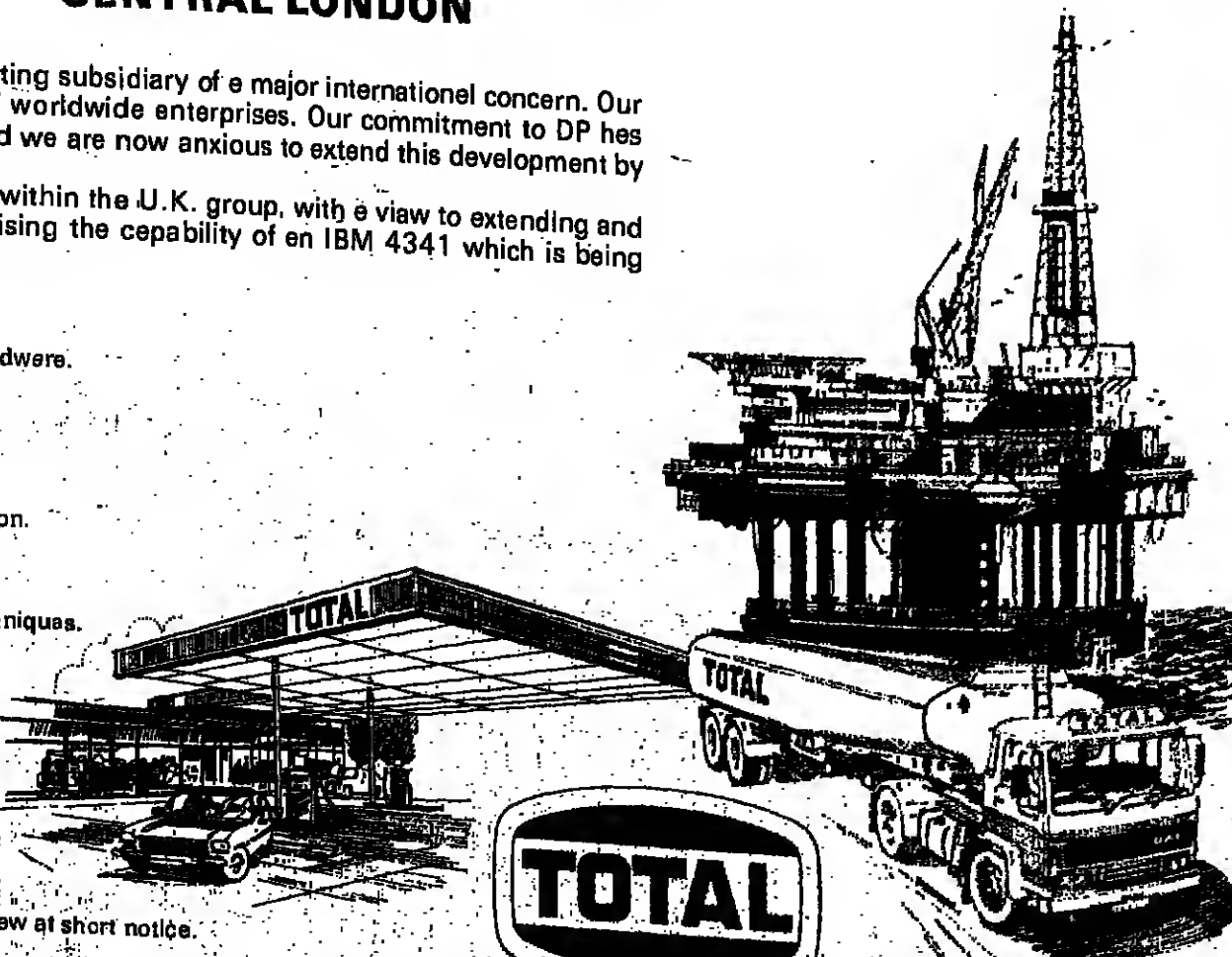
### IN RETURN WE CAN OFFER

1. An excellent salary package.
2. Spacious modern offices in prestigious W1 location.
3. Easy access from all parts of London.
4. Flexitime.
5. Free life insurance.
6. A commitment to training in the latest on-line techniques.
7. Season ticket loan.



It would be possible to arrange an interview at short notice.

For further details on the technical side ring either Howard Bartley or Ron Gregory or for an application form contact Personnel Department, Total Oil Great Britain Limited, 33 Cavendish Square, London, W1, (Tel. No. 499 6393)



**TOTAL**



**Delta Data Systems Ltd**  
Swallowfields  
Welwyn Garden City, Herts AL7 1JH  
Tel: Welwyn Garden 33833

DELTA DATA SYSTEMS is a lively, expanding company, who are specialist manufacturers of high performance video display terminal systems. Due to our continued expansion we are seeking to recruit additional technical staff:

## TECHNICAL SUPPORT PROGRAMMERS

Must have experience of mini or micro ASSEMBLER, preferably Texas or Intel.

## TECHNICAL SUPPORT ENGINEERS

With design, development or support experience on peripherals, preferably display terminals and floppy disks. You will be working in small teams, and you will have a large measure of personal responsibility. You will be in close contact with customers and some U.K. and European travel may be involved.

These career opportunities carry an attractive remuneration package, including a highly competitive salary commensurate with age and experience.

For initial discussion telephone Peter Tobias on Welwyn Garden 33833. (3115)

## DATA CONTROL SUPERVISOR

at the British Library

BLAISE, the British Library's Automated Information Service, is a fast expanding information and cataloguing service based in Central London and serving the library community at home and abroad.

We use IBM 370/95Bs and our own on site ICL 2904, and require an experienced person to ensure smooth operation of our Data Control section. This involves control of large volumes of batchwork, scheduling, liaison with various bureaux, security procedures and management statistics.

Salary is from £7,966-£9,571.

Please phone John Elder on 01-636 1544, extension 620 for an application form, which must be returned by 6th November, 1980. (3120)

## SERVICE ENGINEER—UNIQUE

LONDON AND COUNTRIES Start £8,000 + car

Unique Company — World's fastest growing computer manufacturer — 3-fold increase for the last 4 years — sales now taking off in the U.K.  
Unique Product — High cost/performance range — unparalleled MTBF — no direct competitors  
Unique Benefits — Ground floor opportunities in UK — high reliability — quality engineers — shares in the company — training in California — friendly professional leadership — rapid expansion — opportunities in support, management, sales etc.

Unique Opportunity — Call our service engineer consultant today for details of — Company share scheme, BUPA, N/C pension, overtime, call-out 2 hrs car plus £8,000 and more if you have minicomputer experience. (3203)

01-549 6441 (Day)  
04865 3014 (After 7.30 p.m.)  
**AB EXECUTIVE (KINGSTON) LTD.**

## R & D SOFTWARE MANAGER

SALARY IN TOP BRACKET.  
Plus  
OTHER ATTRACTIVE BENEFITS

U.K.'s leading manufacturer of Data Acquisition and Control Systems has the above Senior vacancy.

The successful applicant will have a proven track record in Assembly Code and FORTRAN and will be required to develop system software for the Company's range of Data Acquisition and Control Systems. Experience with DEC RT-11/RSX-11M an advantage.

Programmers also required with similar experience. Must be prepared to work in the Southampton Area.

Apply: INTERCOLE SYSTEMS LIMITED  
Tel. Chislehurst (04216) 4727

## CHICHESTER COLLEGE COMPUTER OPERATOR/ TRAINEE

The college is seeking a Computer Operator/Trainee to join its staff. The successful candidate will be responsible for the operation of the college's computer system. The post is open to those with 1-2 years' operating experience, but alternatively a trainee post may be offered to a well qualified candidate. Applicants must have O level Mathematics and English qualifications at minimum.

Conditions of service include a holiday week four weeks annual holiday plus one week at Christmas and Easter including the Bank Holidays. Two shifts working in 10pm. as required on a rota basis.  
Salary £4,125.750 per annum.  
Computer Operator £4,088 (£4,551 per annum).  
Trainee Computer Operator £3,750 (£4,125.750 per annum) inclusive of £740 London Allowance and £324 shift allowance.

Interviews by arrangement with the Secretary, Computing Centre, Chichester College, Fullerton Broadway, Chichester, S.W. Tel. 01-732 1244, ext. 273. (3135)

## FLUENT GERMAN

Pre-sales Consultant with experience of systems in the travel industry for high level positions in Germany. Must be excellent communicator (in German), presentable, mobile. Full relocation package.  
c £20K

## CONTROL SYSTEMS

2-3 years Assembler on Mink in an industrial Process Control environment required by specialist Systems House in rural Herts. Graduates with Science or Computer Science degrees preferred.  
to £9K

## PDP 11 BASIC

Programmer/Analyst with 2+ years' experience in BASIC required by leading financial institution for newly-acquired DEC based system. Must be self-starter, prepared to work at City and N.E. London offices (Possible relocation assistance).  
c £8K + Mortgage

## HOLLAND MINI & MICRO

Real-time Mini and Micro Programmers, Analysts and Consultants sought by Dutch Systems House involved chiefly in technical and scientific projects. Assembler essential, Corel, RTL/2 or similar also of interest. Generous relocation packages for permanent positions, substantial benefits.  
to £17K

## MIDDXX — BAL

Systems Programmers with experience of large IBM equipment, preferably with database and TP knowledge will find challenging and rewarding work with this international Manufacturer in Middx. Experience of compilers advantageous, NVS, VSAM, IMS of particular interest. Relocation offered.  
£8-12K — + car

## Assembler & RTL II

Micros & Minis — Home Counties

If you have two or more years' experience in Assembler, RTL 2 or similar on micros or small minis there is a wealth of job opportunities for you. In particular we are currently looking for all levels of personnel from Programmers, through Analysts and Designers, to Project Managers, with knowledge of commercial applications.

Our Client is the micro division of a leading British Systems House: at this specialist office in the North Home Counties teams of experts are already working on the commercial application of their own design of microprocessors. Specific requirements are for experience in developing system software and modifiable systems efficient in memory use. TI or Z80 specialists are of particular interest. All applicants with good relevant mini/micro experience are encouraged to apply. Company benefits are in line with our Client's international reputation and standing. Relocation assistance offered.

Salaries £7-12K

## DATA COMMS

Applications Engineer with strong technical background for Support role and Junior Design Engineer, analogue/digital exp. preferred, required by recently opened UK subsidiary (Berks.) of American Data Comms equipment supplier. Training given where necessary. c £8K

## PL/1

Programmers and Analysts with strong PL/1 programming background, ideally with DB, TP or other specialist IBM knowledge, required for UK, European and Middle East assignments operated by British Systems House. London interviews. £ neg.

## DEC N. HANTS

Team Leaders with solid DEC experience required to build management structure within leading Electronic Instrument Group involved in instrumentation and control and Radar Systems. Macro II and RSX11M knowledge an advantage. £8-12K

## IBM FRANCE

IBM Systems Programmers with minimum four years' experience, knowledge of CICS, IMS, etc., desirable, required for variety of projects in the Paris area. French not essential, assistance will be given with relocation. Contracts considered if experience exceptional.  
c £16K

## MANUFACTURER MIDDXX

Programmers (min. 1 year) and Project Leaders with commercial or financial backgrounds (accounting, banking, lightness systems) needed to fulfil expansion plans of leading Manufacturer. Machine range from large mainframes to small minis. COBOL preferred, as is degree level education.  
to £11.5K

## MATRIX

D.O.E. Lic. No. SE(A)4127

10 Grenville Place  
London SW7 4RW  
01-373 3063  
to 8.30pm 7 days a week

## Reward Offered

£7-13K (U.K.) £12-22K (E.E.C.)  
We are recruiting for hundreds of companies throughout the UK and EEC requiring Analysts, Programmers, Designers etc. For a comprehensive list of openings complete and send the coupon to: MATRIX LTD  
FREEPOST, LONDON SW7 4BR

Name \_\_\_\_\_  
Address \_\_\_\_\_  
Position \_\_\_\_\_

## TEAM FOR IBM 4300 INSTALLATION

Newark are one of the first District Councils to embark on a large scale Management Information Development plan. This will involve the use of an IBM 4331, OOS/VSE, CICS/VS, DL/I, OMS and APL for personal computing.

## DP MANAGER

(PO 6-10 £8328-£9300)

We are offering a unique opportunity for an exceptional person to establish a reputation. The successful applicant will be responsible for the organisation of the DP Department and the implementation of the new systems. We are very enthusiastic and determined to succeed. We need a DP with the same commitment and the ability to accomplish this task.

## PROJECT LEADER

(PO 1-5 £7287-£8097)

As Deputy to the DPM this key person will be largely responsible for leading the evaluation and installation of our ambitious implementation programme. Local Government experience, systems analysis skills and leadership ability are important pre-requisites for this post.

## SYSTEMS ADMINISTRATOR

(SO 1-2 £6638-£7722)

To manage the system Software control and administer the use of CICS and DL/I end advice and users regarding APL.

Applicants should have IBM DOS experience preferably including CICS and DL/I. Knowledge of APL would be advantageous.

## SENIOR ANALYST/ PROGRAMMER

(SO2 £7287-£7722)

To implement new applications and package solutions. Experience and skill in Systems Analysis and COBOL programming are essential.

\*Back dated pay award pending (13% offered by employers)  
This green field situation is located in 42 acres of parkland alongside the River Trent. We offer a range of other benefits including assistance with re-location where appropriate. Training will be provided.

Please write with full career details to the Personnel Manager, Newark District Council, Kaltham Hall, KETHAM, Newark, Notts. NG23 8DX by 31st October 1980. (3141)

## PROJECT LEADER

HODDERSDON, HERTS

Applicants must have at least five years' DP experience, have implemented no less than one large system, and be capable of controlling staff. Good benefits.

**ANALYST/PROGRAMMERS**  
Up to £10,000  
Two positions are available for people with outgoing personalities capable of dealing with our department for developing new systems. At least two years' COBOL programming experience and about two years' analysis on mainframe and minicomputers (preferably Hewlett Packard) an advantage.

**ANALYST/PROGRAMMERS (PL/1)**  
Up to £8,000  
Three PL/1 Analysts/Programmers are required by two Companies in Surrey. Applicants must have at least 18 months' PL/1 experience and about the same length of experience in systems. Prospects of advancement are excellent.

**SYSTEMS ANALYST**  
HODDERSDON  
At least two years' analysis experience is required for this position. c £7,500

**PROGRAMMERS**  
HODDERSDON and LUTON  
18 months to two years' COBOL experience is required to join this progressive Company. If you are interested in any of the above positions, or wish to know about any vacancies in your area, please phone for an application form or write giving full details.

**AMES PERSONNEL**  
Employment Agency Ltd. 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.



# Babage

Recruitment  
Specialists

FOR

Computer Recruitment Limited

Data House, 85 Tottenham Court Road  
London W1P 9HD  
Telephone: 01-631 4409

SALESMEN  
ENGINEERS  
PROGRAMMERS  
ANALYSTS

## EUROPEAN PRODUCT MARKETING ANALYST

Does your background include one or more of the following?

1. Mini-based S/W Sales Support, Industrial Telecom Applications.
2. Special systems Project Management.
3. Operating Systems Development—Industrial App. Work.

If so, our client, a world leader in the supply of systems to the telecommunications and Industrial Process Control/Market Sectors, can offer you the first step into marketing.

You will work within the European marketing group, reporting to the European Product and Planning Manager. You will be trained at the company's corporate HQ in the USA, and thereafter will travel as required to the USA and Europe. You will have the exciting opportunity to manage products from inception to obsolescence.

Your personal qualities must include:

- a) Commercial awareness.
- b) Strong motivating personality.

With the ability to build a good working interface with field marketing and benevolent groups. You will be offered a comparative remuneration package with all the benefits normally associated with this level of appointment.

For an informal chat on the above exciting opportunity contact  
Dean Williams on the above number quoting Ref. DW 25.

Department of the  
Environment Licence No.  
SE/A4942

# Babage

# JBA

## OVERSEAS

### SAUDI ARABIA DEC Site Engineers c. \$14,500 TAX FREE

These are excellent opportunities for qualified and experienced Computer Engineers to maintain mini-computer business systems incorporating data communications networks. The work will be carried out on large DEC machines, so appropriate PDP11/70 and 11/35 experience is essential. Applicants should have a minimum of three years experience in field service, have a high level of communication skills and be able to accept responsibility in a mostly unsupervised environment.

- Rewards**
- \* Tax Free remuneration
  - \* Free accommodation
  - \* Company car
  - \* Middle East allowances
  - \* Full medical cover
  - \* 20% increment for longer working hours
  - \* Free flights back to the UK for holidays
  - \* Kit allowances
  - \* Performance bonus

The appointments will be for at least 12 months on single status basis. If you feel that you would like to take this opportunity of working in the Middle East for a British company of high standing...

Contact: Margaret Stevens

### Database Designers & Administrators

#### KUWAIT c. \$15,000 + accom. allowance

A major consultancy operating solely in Kuwait have urgent requirements for database experts to work with a number of clients on a variety of projects.

1. IMS IBM 370 D.B. Administrator
2. IMS ICL 2900 D.B. Designer
3. TOTAL NCR D.B. Administrator
4. IMS2 Burroughs D.B. Designer

These positions are for highly experienced individuals with a minimum of 4 years database involvement in commercial environments. You will enjoy excellent working conditions and a first class benefits package as well as a tax free salary.

Contact: Brian Postles

### Project Leader

#### Paris c. FF 125,000

Our client is a leading commercial organisation, situated in the centre of Paris, with a commitment to develop computer systems on a number of IBM mainframes around the world. They now wish to appoint a Project Leader to take responsibility for the development of commercial applications in various divisions of the Company.

Candidates, preferably graduates in Engineering or with at least five years experience in d.p., should be able to work with senior departments in providing business systems on mini-computers. Knowledge of financial modelling and planning on line and database techniques would be an asset. Salaries are negotiable according to experience.

Contact: Jim Baker

### Project Leaders and Systems Programmers

#### c. \$15,000 Tax Free + Accom. Allow.

One of the leading Consultancies in the Gulf area wish to strengthen several of their teams covering diverse application areas.

Commercial Project Leaders with very strong IBM 1170 and COBOL backgrounds are required. You will have a good design record and possibly exposure to CICS and on line applications.

Systems Programmers with at least 2 years CICS experience plus in depth knowledge of the OS operating system are required to support and maintain client sites. Applicants with bachelor status preferred, but those with no more than two children will be equally considered.

Contact: Brian Postles

### Technical Author

#### Italy \$11,000

A leading systems house has a requirement for a technical author to lead a team of experienced people writing manuals for hardware and software products. Ideally a minimum of five years technical writing covering areas from operating systems through all aspects of software development to engineering guides.

Every assistance will be given in relocation, including finding new accommodation for the appointee and family if necessary. Consideration will be given for a contract appointment, but preference to fill the post permanently is of prime importance.

Contact: Janet Chivers

### Systems Analyst

#### France \$10,000 + accom.

This international manufacturing organisation is seeking an experienced person to join their team at a senior level, and assist with the installation of IBM System 34's. Systems have already been installed in London and Paris, with plans for further development on work will take place in Europe, therefore, a good command of German and/or French is essential.

The appointee will be expected to have at least three years in an IBM environment encompassing small systems, RPG II and the development of commercial and manufacturing applications.

Good opportunities exist within the company for career advancement, and naturally all expenses incurred whilst travelling will be covered.

Contact: Janet Chivers

**JAMES BAKER ASSOCIATES,**  
International Personnel Consultants,  
32 Savile Row, London W1.  
Tel: 01-438 9311

## JAUNDICED?

For a clearer perspective on job prospects you could do worse than contacting us.

**PROJECT LEADER** £10,000  
Surrey  
ICL 2003, 2905 & 2960 linked in two locations. Lead a six-man development team.

**COBOL PROGRAMMER** to £8,500  
Berks.  
Development and installation of marketing and financial systems on IBM using CICS and DOS OS.

**ANALYST** £8,000 +  
Berks.  
IPS and other development, building on a Honeywell base.

**RPGII PROGRAMMER** £7,000  
Middlesex  
2 yrs. experience. Using IBM System 34, moving to System 38 in 1981.

**JUNIOR ANALYST** to £8,000  
Middlesex  
Any programming language. Systems design and enhancement.

**COBOL PROGRAMMER** £7,000  
S.W. London  
2 yrs. experience on Honeywell, IBM or ICL. Extra special benefits package.

**ANALYSTS** £9,300  
Berks.  
Software house, PDP11 development. Diverse and interesting projects.

Call: John Grehen or Gordon Hunter. (0206)  
2-4, High Street, STAINES, Middx. BEAUMONT MANAGEMENT SERVICES LTD. (0773)

**SYSTEM ANALYST/PROGRAMMER**

### REQUIRED BY ABINGDON CARPETS

We have a vacancy for an experienced Computer Operator.

Applicants should have:

- a) At least two years' practical systems analyst experience.
- b) Programming experience in COBOL.
- c) Practical experience of implementing commercial systems.
- d) Experience of data preparation system, main frame operating systems and application and, to a limited extent, personnel management.

Salary according to age and experience. Apply in first instance to Jane Brindley on Abingdon (0235) 27615.

Abingdon Carpets Ltd.

5 Nuffield Way

Abingdon

Oxon

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

(0235) 27615

## Applied Research-U.S.A. Telecommunications and Message Switching Phoenix, U.S.A. To \$38,000

Our client, the Switching Division of a major U.S. Corporation, has recently relocated its Research and Development facility to Phoenix, Arizona. This move has created a number of exciting career opportunities for graduate engineers with a minimum of five years' relevant experience in Applied Research for Telecommunications and Message Switching.

Areas of investigation will include control architectures, wide-band switching, data interface, and fibre-optic applications. Candidates should be familiar with VLSI, circuit design, data transmission and packaging techniques.

Our client offers competitive salaries, and a comprehensive benefits package including medical and dental insurance. Full relocation and immigration assistance will be provided for you and your family to a region with an outstanding climate, culture and leisure potential.

Please telephone S.J. Gardner on 01-616 6407 during normal office hours for an application form quoting reference 3019/W. PTR Services, 178-202 Great Portland Street, London W1N 5TH.

**PTR**  
services

3200

## CLASSIFIED COPY

All classified copy should reach our offices no later than 3.30 p.m. on the Monday preceding Thursday's publication. If complete artwork is supplied 11 a.m. on a Tuesday Ring Ray Kelly for further details on 01-261 0016.

## Computer Networking -- Tandem Hardware Harrow £8,000 to £13,000 + car

This is a marvellous opportunity for several people to join an expanding subsidiary of a large International Systems House, using sophisticated Tandem Computers.

**Project Manager** — Software telecommunications experience gained in development or support. — To £13,000 + car.

**Networking Specialist** — Must have excellent grasp of networking concepts from user vantage point. Needs to be able to negotiate at technical level with clients. — To £11,000.

**Programmers** — Capable of implementing advanced networking systems on behalf of major clients. — £8,000 to £10,000.

## Programmers -- Support and Development Mini and Micro Business Systems Bristol to £8,000

Our client, a well established DEC systems house, is seeking additional programmers and analyst programmers as a result of recent expansion. The company has recently added Z80 with CP/M to extend its range of product offerings. Experience in RSTS, BASIC and CP/M BASIC is an advantage.

## APL Programmer / Analyst Professional Systems West End c. £9,500

An experienced APL Programmer is required to join an existing small team on a pilot project leading to the installation of an IBM 4331. This is an attractive ground floor opportunity.

## Programmers Micro Consultancy Bourne End, Bucks. to £8,500

An attractive position in an expanding subsidiary of a major company. You will be involved in the implementation of client's micro based systems. Opportunities for developing into senior micro consultants.

Apply in confidence to Terry Harvey by sending personal and career details, or contact him for an application form, evening: Gt. Missenden (04966) 4705 or daytime on below.

**HR** Harvey Recruitment  
Executive and Computing Personnel Consultants  
500 Chesham House, 150 Regent Street,  
London W1B 5FA. Tel: 01-734 5351

## THE SALES BIT

## Dismissals in general: Know the law

UP TO now, I have concentrated on the redundancy aspect of the Employment Protection Act. Let us now discuss the implications of dismissal in general, as opposed to redundancy in particular.

Basically, the Act identifies three circumstances in which the employee can be dismissed: The employee's contract of employment is terminated by the employer, with or without notice; the employee's fixed-term contract of employment expires and is not renewed; the employee terminates his or her own employment, with or without notice, because of circumstances created by the employer.

The latter category is sometimes referred to by the employer as "constructive dismissal" and by the employee as "forced resignation". In this respect, there are many circumstances of employer conduct which entitle the employee to be categorised as having been dismissed, with the subsequent possibility of claiming unfair dismissal.

### Entitlement

If the reason for absence is sickness and the employee is receiving sick pay from the DSS, the employer can deduct such payments when calculating the employee's entitlements. In circumstances where the employee is not receiving sick pay, the full amount must be paid by the employer. This applies in circumstances of redundancy or dismissal.

Where an employee terminates his or her own employment, then these rights apply during the notice he or she is required by law to give, but do not arise unless and until the employee leaves the service of the employer in pursuance of the notice.

### Consent

Here are just a few of them to give you the flavour: Reducing pay; changing hours; changing the job function; changing the place of work; cancelling free transport and suspension without pay.

If this kind of action is taken by the employer without the employee's consent, or contrary to the agreed terms of employment, then an employee can claim to have been dismissed.

There are precedents of employees having successfully claimed unfair dismissal as a result of antagonistic behaviour on the part of the employer and threats of "resign or be sacked".

### Reasons

An employee who has been in continuous service with an employer for 6 months or more is entitled to request a written statement giving details of the reasons for dismissal, if the employer terminates the contract of employment, with or without notice, or refuses to renew a fixed-term contract of employment. Such a request must be satisfied within 14 days of application.

If the employer unreasonably refuses to provide a full statement of the reasons for dismissal, or makes a statement containing untrue or inadequate information, the result of a hearing before an industrial tribunal is likely to lead to an award of two weeks' pay in compensation, and the use of the said document as admissible evidence in any subsequent proceedings for unfair dismissal.

### Notice

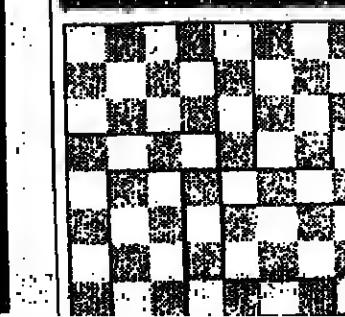
Many employees work within the terms of an individually negotiated formal contract of employment. Such a document typically provides for a notice period of between one and three months. However, most people work to a statutory minimum period of notice which is relevant to the reasons for dismissal.

## COURSES & CONFERENCES

### Protection of software

A CONFERENCE on the protection of computer software is being held at the Carlton Tower Hotel in London on October 30. Organised by European Study Conferences, it considers the means of protection for software such as patents, copyright and trade secrets. At the same venue on October 31, ECS is holding a conference on overcoming the legal hazards and financial risks of using computers. It will consider several problems, including how a computer can be used as evidence in a Court of Law, how copyright infringement can be detected, and the remedies to combat computer fraud. The fee for both conferences is £100 + VAT. For further information, contact European Study Conferences, Kirby House, 13 High Street, Uppingham, Rutland, LE15 9PY. Tel: (057 282) 2711.

### Puzzle Answer



A COURSE on systems reliability is being held on November 20 in Hampshire. Organised by RM Consultants, the course will cover topics such as the economics of equipment replacement and systems reliability assessment. For further information contact the course director, Roy Culham, on (0903) 65405.